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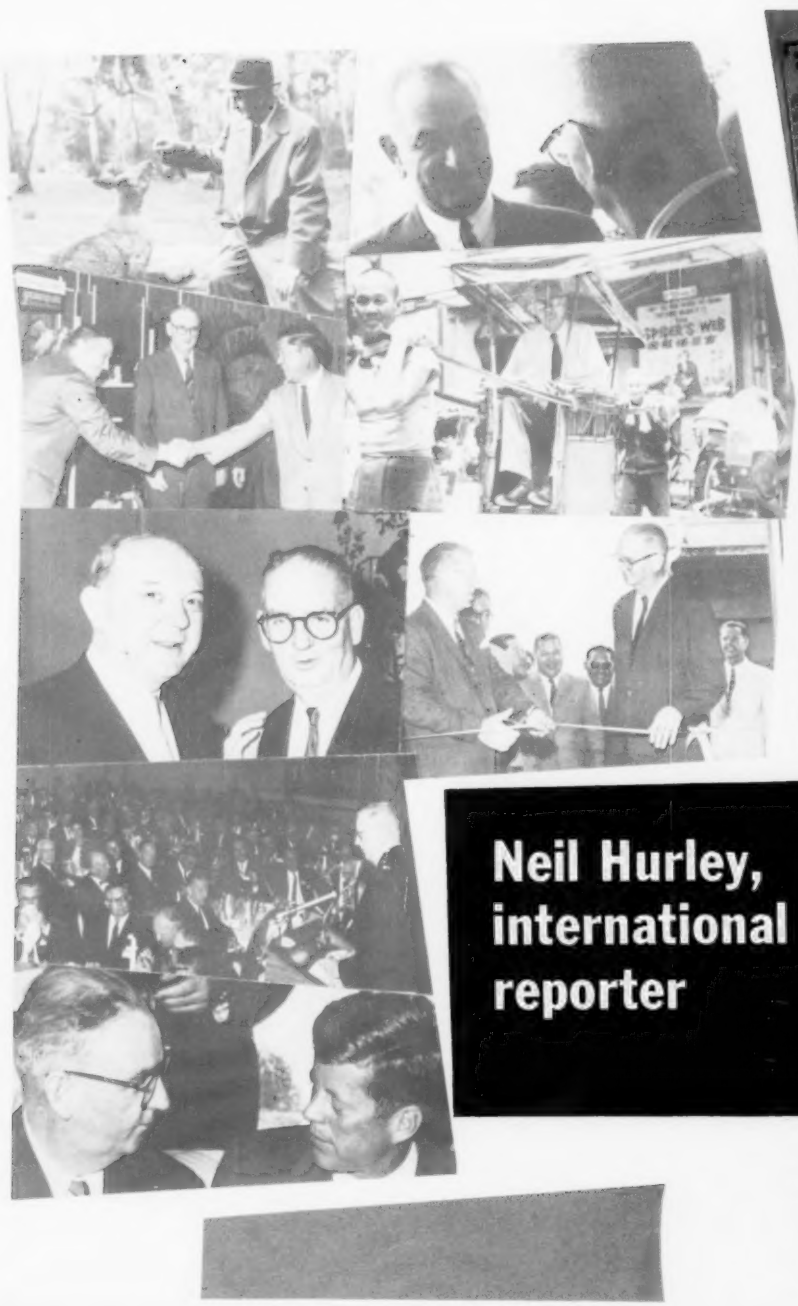

Neil Hurley, international reporter

Business Bulletins *from around the world*

AFGHANISTAN—Agreement announced for $5.375 million West German loan for development of telecommunications in Afghanistan. The loan, which will cover installation of telephone equipment and exchanges, is part of a $50 million credit extended earlier by West Germany.

First Afghanistan-Pakistan telecommunications link, inaugurated June 22, connects Kabul and Kandahar in Afghanistan with all major Pakistan cities through Quetta. Additional channel network will connect Kabul and Jalalabad with Pakistan through Peshawar.

AUSTRALIA—A group of timber merchants has asked the Department of Customs and Excise to permit the import at concessional duty rates (entry under by-law) of timber used in joinery, finishing and furniture making. Merchants believe lower rates will reduce housing costs and feel the rapid expansion of construction over the past year justifies these concessions.

BELGIUM—Stewart Warner Co. of Chicago plans to invest "several tens of millions Belgian francs" (10 million francs = $200,000) in a plant to manufacture heat exchangers at Ghlin near Mons.

BLEU exports in April reached $488 million, up 15.6% over April 1963. Major portion of the increase was with Common Market and the U.K.

Ethyl Corporation of Richmond has formed Ethyl S.A. in Brussels. The new firm, capitalized at $100,000, will manufacture, import, and export chemical products.

CEYLON—Due to improved conditions in Port of Colombo, the United Kingdom and Continental Conference Lines have reduced the 50% freight surcharge imposed on March 9, 1964 on cargo shipped to Colombo by 10%, according to July 6 announcement by Secretary of Colombo Homeward Conference. Other Conference lines expected decide shortly whether they should also reduce surcharges.

DOMINICAN REPUBLIC—Government figures say 1963 unrefined sugar exports reached 648 million kilograms (1 kilogram = 2.2046 pounds) valued at $88.7 million. U.S. imported 517 million kilograms of this, valued at $73 million. Coffee exports amounted to 27.4 million kilograms valued at $18.5 million, of which the U.S. imported 23.8 million kilograms valued at $16.1 million. Only country buying bauxite from D.R. was the U.S., which took 947 million kilograms worth $9.4 million.

FRANCE—Micromatic Home Corp. of Detroit will produce abrasive products through new French subsidiary, with capital of $24,000.

Abrasive products will also be manufactured by Clipper France, who concluded agreement with Norton Co. of Worcester, Mass.

Minneapolis Honeywell set up a Paris subsidiary to handle financial operations.

Bigelow-Sanford set up Paris sales organization for their line of carpets.

GHANA—Construction of a new $5.6 million rubber tire factory, expected to produce 135,000 tires and tubes annually, began in June at Bonsa, in Western Ghana. The factory, to employ about 360 people, will begin production next year.

ITALY—RIV (Roberto Incenti Villar) of Italy and SKF of Sweden, two of Europe's largest ball bearing producers, will unite. New company will be one of world's largest manufacturers of this product, with its capacity of over 100,000 tons covering about half of EEC needs. SKF will control 77.5% of new firm, RIV 22.5%. SKF will not sell in Italy in the future.

MALAYSIA—Esso Standard Malaya will build a $6.7 million ammonia plant adjacent to its refinery in Port Dickson. The plant will produce over 50,000 long tons of ammonia yearly, much of which will be used by another local company to make fertilizer.

NETHERLANDS—Continental Bank International of New York has acquired 10% of Netherlands Overseas Bank's share capital. Shares purchased totaled more than $552,000.

Antillean Airlines formed as of August 1 to operate in the Carribean area as an affiliate of KLM.

PAKISTAN—Pakistan International Airways has extended its helicopter service to 5 new points in East Pakistan, making a total of 16 provincial centers linked by this service. The system operates three 24-seater twin-engine U.S.-manufactured amphibious helicopters, and will provide rapid transportation to about 20,000 passengers annually in the delta region of East Pakistan. The public response to the new service has been described as "enthusiastic" and "favorable."

The India, Pakistan, Ceylon and Burma Outward Freight Conference announced on July 16 the reduction of its surcharge on cargo bound for Chittagong, East Pakistan, from 40% to 15%, effective immediately. The lessening of congestion at the port was given as the reason for the reduction.

SWITZERLAND—International Research Corp. founded jointly at Schwerzenbach near Zurich by Heberlein Holding Co., Ltd., and Cluett, Peabody and Co., Inc., will specialize in research on textile impregnation, synthetic textiles, plastics, and radiation chemistry.

TAIWAN—Revision of copyright law, passed by Legislative Yuan June 30, will enable Government to crack down more readily on piracy of foreign books copyright in Taiwan.

Procter & Gamble Taiwan Corp. has purchased detergent manufacturing facilities from 2 leading chemical companies in Taipei. Procter & Gamble Taiwan Corp. previously entrusted these companies with its detergent manufacturing operations.

Taiwan Telecommunications Administration awards $3.2 million contract to General Telephone and Electronics International, Inc. of U.S. for automatic telephone switching equipment. Equipment expected to increase Taiwan's telephone line capacity by 43%.

YUGOSLAVIA—September 11 has been chosen as "American Day" at the Zagreb International Trade Fair this fall. U.S. Exhibit will be centered on the theme: "Intensive Farming—A Story of American Food from Field to Table."

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

When Neil C. Hurley began writing his column in INTERNATIONAL COMMERCE, he merely took on one more activity in his role of convincing businessmen they should get out and sell their goods in other lands. The pictures on the cover show him talking, lecturing, interviewing—all to spark interest in exporting. A more detailed story on him appears on page 11. His regular column appears on page 13.

International Commerce

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IN THE ANDES

Highways open new land

Road-building in Bolivia, Ecuador and Peru holds promise for all Latin America

A highway system which promises "enormous consequences for the economy of the whole of Latin America" is taking shape in the rich and rugged Andean Mountain regions of Bolivia, Ecuador and Peru.

When the roads are completed—and major portions are expected to be ready by 1970—they will open millions of acres of virgin land on the eastern slopes of the Andes for colonization and development.

Aside from the immediate opportunity for U.S. firms engaged in highway construction and related services, the program holds the hint that new markets will grow with the agricultural and industrial development of heretofore isolated and unsettled territory.

The scope and progress of the program were outlined by officials of the Agency for International Development, which is financing part of the system under Alliance for Progress loans.

AID spokesmen said the program calls for construction of 1544 miles of road costing $163.9 million, with $85 million worth financed by U.S. loans. Assistance also is coming from the Export-Import Bank, the World Bank, the Inter-American Development Bank, the International Development Association and the Governments of the three countries.

"The heartland or 'land of promise' for these Republics lies on the eastern slopes of the Continental Divide," Philip Glaessner, chief of AID's office of capital development said.

"Here is tremendous natural wealth, above and below the surface. But most of it is inaccessible and unusable for lack of roads."

TAKE THE HIGH ROAD: Sections of new highway up and over the Andes Mountains are marked on aerial photo of wild, spectacular Peruvian country through which the all-weather route will pass.

The picture changes

Now the picture is changing. Some of the roads in the system are almost completed and "with each new mile of highway that opens, hundreds of families move in a tremendous colonization program," Glaessner said.

Other sections of the system have only recently been put under construction, and still others are in the process of being prepared for bidding. They will:

Link with existing road systems, including the Pan American Highway, on the western slopes of the Andes.

Greatly reduce the hazards and travel time involved in crossing the Andes.

Provide access to navigable rivers—perhaps most important, the Amazon—on the east side of the Andes, thus opening a new trade route between the Atlantic and Pacific.

Facilitate the migration of low-income families from over-populated areas to the rich and undeveloped farmlands east of the mountains.

Besides the potential for agricultural development, there are extensive forestry and mineral resources. Glaessner said the Andean piedmont "includes almost all the major oil strikes in Latin America in recent years" and that exports of Bolivian natural gas could excel tin.

The AID spokesman said some of the

highways now under construction could become part of the "Bolivariana Highway" proposed by Peruvian President Fernando Belaunde.

This 3720-mile north-south road would extend from the Venezuelan-Colombian border to the Bolivian-Brazilian border. The U.S., through the Social Progress Fund administered by the Inter-American Development Bank, is contributing $200,000, or 50%, for a preliminary survey.

Here are some of the details of the system now under construction, as outlined by Glaessner; William D. Rogers, deputy co-ordinator of the Alliance for Progress, and Benjamin Watkins, deputy chief of engineering of AID's Bureau for Latin America.

Bolivia

Construction of two sections of road, totaling 140 miles and costing $7.2 million, began last March. The completion date is January, 1966. Two more sections, totaling 186 miles and costing $33.4 million, are under contract. Work is to start next year and be finished in January, 1969. All contracts went to U.S. firms.

Bolivia has an area of about 424,000 square miles but only about 12,000 miles of roads. Only one-fourth of the road system is considered all-weather, and only 340 miles are paved.

Bolivia's 10-year Economic and Social Development Plan calls for new roads giving access to the vast, fertile lowlands east of the Andes. Tests in these tropical areas indicate that soils and climate are suitable for raising bananas, citrus fruits, yucca, rice, cocoa, avocados and peanuts.

Conditions also are favorable for truck gardening and livestock breeding. Forest resources are another asset.

Some of the new roads are to be linked to rivers navigable for barges and small motor vessels. These links will open an area roughly equal in size to the State of Colorado, about 104,152 square miles.

The major penetration of the tropical colonization areas will be with the two roads which are to go under construction next year. The roads now being built will provide year-round access to other colonization areas in the Bolivian tropics.

Ecuador

An ambitious road-building program has been in progress here for several years and is expected to be completed next year. Extending over a 5-year period, it calls for 861 miles of road at a cost of $62.2 million, including maintenance. Practi-

UP AND UP: An engineering marvel, modern highway sweeps from valley to peak in Bolivia.

WATCH YOUR STEP: Pushing and scraping, road-building machines (above) cut a new trail down a valley in Ecuador, where colonization and development of natural resources await completion of ambitious highway program. In lower photo, slow-moving burro train plods up a Bolivian mountainside past a crew at work on a modern road which will open the area to motorized transportation.

cally all the work is in the hands of Ecuadorian contractors.

Ecuador has a population of 4.6 million, more than two-thirds of whom earn their living from agriculture. Lack of adequate roads has hampered development of the country's natural resources. Of 9375 miles of roads, only half are serviceable in all weather.

One of the new roads nearing completion is the 145-mile Quito-Quevedo highway, serving a region with great potential for cattle breeding and the production of palm oil, vegetables and bananas.

The first section of the road has cut the travel time between Quito and Santo Domingo from 5 to 2½ hours.

The old route between Quito and the seaport of Guayaquil required an 18-hour trip along a narrow road that crossed the mountains at 14,000 feet. The new road uses a lower pass through the mountains and truckers now can travel from Quito to Guayaquil, by way of Santo Domingo, in 6 or 7 hours.

Government officials esitmate that for each new mile of all-weather road, 380 acres of land can be brought into new production over a 20-year period.

Peru

The bidding process is under way on one of the most important sections of Peru's road-building program—the first paved highway across the Andes in the northern part of the country. The estimated cost of the 220-mile road is $47 million. Officials are hopeful that construction can start by November or December.

Construction is almost complete on two other sections of highway, totaling 137 miles, on which U.S. and Peruvian contractors have been working 2 years.

Peru has an area of 514,000 square miles but only 22,320 miles of roads—of which only 20% are paved. Industrial and farm production are concentrated in the irrigated areas of the arid coastal strip on the western flank of the Andes —an area served by the country's best road, the Pan American Highway.

Officials say new roads will enable Peru to speed the development of her mountain and jungle areas, which now are isolated from the mainstream of commerce and trade, and also assist in the integration of 6 million Andean Indians into national life.

The new trans-Andean highway eventually will link the Pan American Highway and population centers on the western side of the Andes with navigable tributaries of the Amazon River on the east side, thus opening a new coast-to-coast trade route.

Opportunities in India

Investment, Industrial Development Mission to meet businessmen there next February

A U.S. Investment and Industrial Development Mission to India is scheduled by the Bureau of International Commerce for February 27–March 27, 1965.

The Mission, to be composed of five U.S. businessmen with specially selected backgrounds of experience, will be accompanied by two Commerce Department officials, serving as Director and Trade Development Officer.

Opportunities for foreign investors are being emphasized by top level Indian Government officials in drawing up plans for the country's industrial development. Significant advances have been made in industry on India's initiative and with the assistance of foreign aid and investment. By 1966, India will have completed its third 5-year plan and is preparing the blueprint for the fourth plan.

Welcome investment

Private foreign capital and know-how are expected to play increasingly important roles in development plans. Finance Minister T. T. Krishnamachari has stressed the desirability of foreign equity investment and has moved to streamline administrative procedures and lessen taxes and industrial controls to spur foreign investor interest.

In April 1964, at the invitation of the Indian Investment Center, the Business Council for International Understanding (BCIU) arranged for 30 U.S. companies to confer in New Delhi with Government of India officials on means whereby India could attract much greater amounts of private investment capital (INTERNATIONAL COMMERCE, June 8, 1964, p. 9). After the delegation's return from India, the chairman, J. Roy Galloway, said:

"In the light of the significant strides which the Indian economy had already made in recent years toward its economic goals; with the political and financial stability which has stemmed from democratic institutions and good government; with the vast potential market which India's large and industrious population represents, India should offer an outstanding opportunity for business enterprise."

The Mission will arrive in New Delhi February 27 and proceed to Bombay, Madras, and Calcutta before returning to New Delhi where it will complete its program March 27.

Business Information Centers will be

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form 1A 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

Market Profile—India

Government: A South Asia republic and member of British Commonwealth. Capital is New Delhi with population of 2.6 million; leading commercial industrial port cities, Bombay (4 million) and Calcutta (3 million).

Geography: Area, 1.3 million square miles. Principal mineral production, 1963 (in millions of metric tons): Coal, 65.9; iron ore, 14.9; manganese ore, 1. India is also rich in other minerals, such as bauxite, mica, and kyanite.

Population: Estimated, 1964, 475 million; expanding at rate of 2.4% or about 11 million a year. Labor force estimated at 188 million, including 72% in agriculture and 17% in industry. Unemployment high. Literacy rate, 24%. Official languages, Hindi and English.

Income: Per capita income, $69 in 1962; $58 in 1952. National income, about $31 billion in 1962; $21 billion in 1952 (current prices).

Conditions of Trade: Imports subject to strict licensing and exchange controls. Restrictive policy permits only essential imports. Capital imports usually covered by long-term foreign loans or investment. Preferential rates of duty apply on many imports from Commonwealth industries.

Investment Prospects: Government encourages inflow of foreign private investment. By 1975, present plans call for 5-fold increase in production of coal and petroleum products; 6-fold expansion in electricity, cement, and chemicals; more than 12-fold growth of steel and machinery, compared to 1960-61 output.

Finance: Currency (1 rupee=$0.21) is controlled by the Reserve Bank of India. Excise duties are a main source of revenue. Gold and foreign exchange reserves at end of May 1964, $664 million.

Industry: Principal traditional industries, cotton and jute textiles. Since independence, there has been rapid expansion of basic industries, electric power and transport under series of 5-year economic development plans; overall industrial development has increased 52% since 1958.

Agriculture: Foodgrains occupy about 80% of gross cropped area; commercial crops, 17%; plantation crops, 3%. Foodgrain production, especially rice and wheat, frequently short of country's requirements. Agricultural units average less than 5 acres.

Transportation: Railroads carried 91.2 billion metric-ton-kilometers of freight in 1962. Airlines handled 1.5 billion passenger-kilometers. Merchant shipping fleet had gross registered tonnage of 955,000.

Imports (1963-64): Valued at $2.4 billion. From U.S., $819 million, mainly wheat, metals, and machinery. PL 480 accounted for over 35% of imports from U.S. From U.K., $355 million; USSR, $223 million; West Germany, $186 million; Japan, $132 million.

Exports (1963-64): Valued at $1.6 billion. To U.S., $269 million, mainly jute and cotton textiles, cashew nuts, tea, and metal ores. To U.K., $339 million; USSR, $110 million; Japan, $123 million.

established in each of the four cities where Mission members will meet with Indian businessmen interested in the Business Proposals offered by U.S. firms (see accompanying article) or in presenting business offers of their own.

Meetings also will be arranged with the Central Government and State investment and industrial development organizations as well as with Indian trade groups and chambers of commerce. Plant visits will be arranged to discuss with company managements their plants for expansion, modernization, and diversification.

Five businessmen who are (or have served as) heads of corporations, directors of international operations, or in charge of product development in the fields specified below will be recruited for the Mission. Applicants who meet the qualifications listed and who wish to volunteer their services are requested to make known their availability to the Director of the Trade Missions Division, Bureau of International Commerce, Washington, D.C., 20230.

Within the following fields each businessman specialist must be competent to discuss the requirements and problems of international investment and licensing agreements.

Chemicals, plastics and synthetic fibers: Qualified to discuss development of the inorganic and organic chemical industries in an emerging economy through joint venture and licensing arrangements. Knowledge of a wide range of these products, including soda ash, advantageous. Ability to evaluate need for local production of machinery and equipment is desirable. If possible, experience should include knowledge of production of the polyester, polyacrylonitrile, and polypropylene fibers.

Machine tools: Broad knowledge of machine tool industry and its products, with particular reference to automatic manufacturing types of machine tools is a prerequisite. Experience is desired in establishment of overseas production of such tools as lathes, milling, broaching, boring, and chucking machines. Knowledge of gear cutting and finishing machines and the various types of machines used for sheet metal work an advantage.

Fabricated metal products: Comprehensive knowledge of manufacture of handtools, welding machinery and equipment, automotive garage maintenance machinery and equipment desirable. Familiarity with machine shop operations and practices helpful. Ability to evaluate potentials, and international experience desired. Able to advise on U.S. sources of supply and competitive advantages.

Materials handling machinery and equipment: Experienced in construction and operation of materials handling machinery and equipment required in fabricating cranes for loads exceeding 50 tons, conveyors and conveying equipment for mines and other industries. Knowledge of U.S. sources of supply advantageous. Should be able to demonstrate advantages and competitive superiority of U.S. equipment. International experience desirable.

Printing machinery: Authority in latest technological developments in printing machinery. Qualified to advise on offset printing, automatic typesetting, printing presses, bookbinding machinery and auxiliary equipment, including requirements, capabilities, U.S. sources of supply and competitive advantages of U.S. equipment. Capable of determining the specific types meriting production, and experienced in negotiating joint ventures.

REPORT AVAILABLE

Market Indicators for Asia and Oceania, Overseas Business Report 64-45, has just been published by the Bureau of International Commerce. The 28-page report may be purchased from Commerce Department Field Offices or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at 15 cents a copy.

To participate in industrial development, U. S. firms invited to submit proposals

Offers must be received in Washington by January first in order to be distributed in India before arrival of Development Mission

U.S. firms interested in participating in the industrial development of India through joint-venture and licensing agreements are invited to submit their proposals to the Director of the U.S. Investment and Industrial Development Mission.

The Business Proposals will be printed in summary form, without identification or address, in a booklet which will be distributed throughout India before the Mission's arrival. Identification will be revealed only to appropriate Indian firms or individuals after consultation with a Mission member on a specific proposal. U.S. firms will be provided with the names of Indian companies which express a definite interest, in order that follow-up action can be taken.

To submit proposal

To submit a Business Proposal, firms are requested to provide complete answers (in triplicate) to the following questions before January 1.

- Do you wish to make a direct investment, enter into a joint venture, or offer a licensing agreement? If so, briefly describe your proposal.
- What product or service do you wish to sell or offer in the Indian market?
- Do you have an agent, distributor, or branch office in India? The Department of Commerce will not seek a substitute for an established agent, distributor, or representative.
- Are you seeking an agent or a distributor or do you wish to sell directly to the end user?
- Do you wish to import from India? If so, describe the product of interest and arrangement sought.
- What type of firm is best qualified to transact your business?

For each product or service

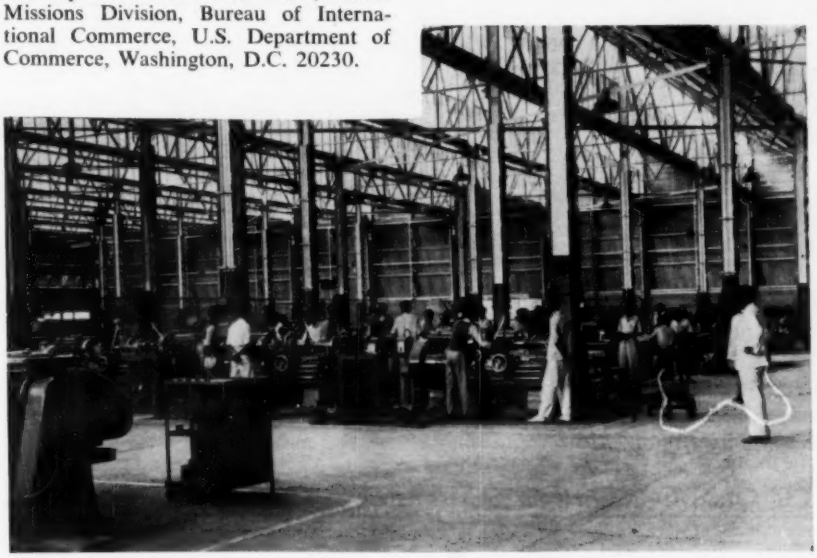
Pamphlets, brochures, or other printed matter up to 50 single sheets, in support of each Business Proposal, to provide detailed information such as weights and cubes, and c.i.f. prices, is required.

A separate Business Proposal must be provided for each product category or service offered. Each client firm represented by a combination export manager or manufacturer's agent should be presented separately.

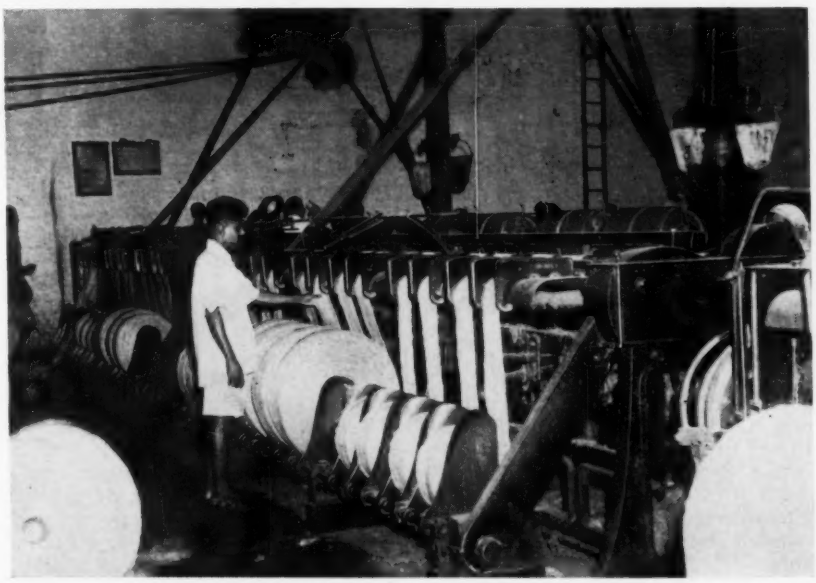
Send your Business Proposals to the Director, U.S. Investment and Industrial Development Mission to India, Trade Missions Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

35-word summary

A booklet containing a summary of all Business Proposals will be distributed in India. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to BIC.



INDUSTRIAL DEVELOPMENT: A view of the light machine shop of the Chittaranjan locomotive works in East Bihar is a reminder that overall industrial development in India has increased 52% since 1958.



CALCUTTA AREA: Howrah mill manufacturing jute twine. Ranking second in population in India, the busy port city of Calcutta is one of the country's principal commercial and industrial centers. India's chief exports to the United States are jute and cotton textiles, cashew nuts, tea, and metal ores.

MOUNTAIN SETTING—View of the University of Colorado, site of the Second Institute for International Engineering to be held September 22-25.

COLORADO MEETING SCHEDULED

To study engineer's role

World construction problems to be examined at September institute in Boulder

The pivotal role played by engineers in U.S. trade expansion will be spotlighted at the Sept. 22-25 Institute for International Engineering. More than 300 registrants—after downing the victuals at an opening steak fry atop Flagstaff Mountain, Boulder, Colo.—will tackle the challenging convention theme: "World Competition in Engineering and Construction."

Sponsored by the University of Colorado in cooperation with the U.S. Department of Commerce, U.S. Small Business Administration, Colorado Regional Export Expansion Council and the Consulting Engineers Association of Colorado (CEC), the Second Institute for International Engineering will seek to stimulate international operations by U.S. firms.

The Institute will focus on export expansion and the two-fold contribution of American construction and engineering activities around the world: First, fees paid to U.S. engineers and contractors abroad are a plus factor in the U.S. balance of payments. Second, equipment and materials selected for overseas projects are likely to be of American origin when the engineers and constructors are Americans.

Speakers

The convention's keynote address will be delivered by William W. Moore, national CEC president, speaking on "The U.S. Engineer and Contractor in a Competitive World."

U.S. Department of Commerce speakers will include Daniel L. Goldy, national export expansion coordinator; Konstantine L. Kollar, director of the water industries and engineering services division, Business and Defense Services Administration (BDSA); John A. Donley, chief of the international activities staff, BDSA.

Speakers from other agencies will include Commissioner of Reclamation Floyd E. Dominy; Gen. Herbert D. Vogel, engineer-advisor, International Bank for Reconstruction and Development; and Gen. William A. Carter, Inter-American Development Bank.

Among industry leaders scheduled to deliver major addresses are Dr. Louis Berger, winner of an "E" award this year for activities of his consulting firm in overseas work; E. Vernon Konkel of Denver, a CEC vice president; and Orley O. Phillips of Denver.

Turnkey question

Panels, workshops and question-and-answer sessions are planned, with considerable interest already aroused by a program listing for a panel on "The Turnkey Question." Serving on this panel will be E. H. Carter and Olin Kalmbach of Den-

1963 INSTITUTE: Director William Boub addresses the first Institute held last year at Colorado U.

SHIRT SLEEVE MEETING: Above, the planning committee: Dr. Sherman Sheffield, Jack Duffy, William Boub, and George Streukens work out final details. Below: Eugene Waggoner, Denver Engineer; Charles E. Brokaw, Dept. of Commerce; and Institute Director William A. Boub of the University of Colorado.

ver, Charles E. McGraw of San Francisco and H. E. Lore of Pittsburgh.

Case histories drawn from South America, Africa and Asia will be featured in a session on "How We Meet Competition."

A *Time-Life* special correspondent, John Scott, will report in a banquet address on the "Economic and Political Impact of the U.S. Engineer in the International Field."

For program and registration information, write: William D. Boub, Bureau of Continuation Education, University of Colorado, Boulder, Colo.

Archie M. Andrews is new BIC deputy

Connecticut man will aid Bureau in promoting U.S. foreign trade

Archie M. Andrews of Greenwich, Connecticut has been appointed Deputy Director of the Bureau of International Commerce. In his new position as assistant to Eugene M. Braderman, Director of the Bureau he will be concerned primarily with aiding U.S. business in world trade.

Mr. Andrews is leaving the presidency of Dictograph Products Inc., of Danbury, Connecticut, with which he had been associated since 1946. The firm makes inter-office and hospital communications systems, home fire alarm systems, and hearing aids. From 1942-45 he was with the State Department's World Trade Intelligence Division, serving as the American representative on the Blacklist Committee of the Ministry of Economic Warfare in London from 1943-45.

Dig in for a new product

Illinois firm covers ground with world-marketing program for portable seismograph

Agents of an Illinois manufacturer are roaming the earth telling people what's under the earth—and in the process are setting export sales records for a new electronic device from the U.S.

The device is a portable seismograph, an instrument for determining the make-up, thickness and depth of subsurface strata.

It is produced by Soiltest, Inc., of Evanston, Ill., which turns out a line of 4000 items for testing soils, concrete and asphalt—and also holds the President's "E" award for excellence in exporting.

What's there?

Knowing what's under the earth is of utmost importance to men who have to dig in it—to build highways, bridges, dams, airports, public buildings, big apartment houses; to drill wells; to lay pipelines and sewers.

But persuading foreign customers to accept new equipment for the job, especially scientific products of an electronic nature, isn't always a speedy process, says Soiltest president T. W. Van Zelst.

The plan

To launch the new seismograph, Terra-Scout, in world markets last year, the firm worked out a plan by which:

Dealers around the world joined company salesmen in staging field demonstrations for prospective customers in the dealer's native land.

In Baraboo, Wis., home of Soiltest's electronics manufacturing plant, the firm established a training center and proving ground for both dealers and customers in the Western Hemisphere.

Van Zelst said the plan has been "an overwhelming success" and sales have increased 120% in a year and a half.

In many instances, material that lies under the earth's surface is identified by the slow, simple process of drilling into it and bringing up samples. The portable seismograph does it by measuring the "velocity" of the subsurface strata—the speed at which it conducts shocks waves.

"Because the instrument is transistorized and operates from a small battery, two men can use it in the field to cover in several hours the same area it would take a drill rig two days or more to cover," Van Zelst said.

In the process of demonstration, company agents made their shock-waving way through Europe, the Near East, the Far East and Latin America, staging more than 60 shows.

They wouldn't tell

Each foreign dealer made the local arrangements, inviting contractors, engineers, geologists and government officials. In each case, it was specified that subsurface boring logs of the demonstration area be made available after the demonstration for comparison purposes.

"Although our representatives arranged the demonstrations, the sites usually were picked by our customers—and they weren't about to give us any advance information on what was underground," Van Zelst said.

The programs began with a Soiltest engineer's lecture on the principles of refraction seismography. Next came the demonstration, during which all viewers had an opportunity to work with the instrument. Then came the comparison with the boring log—and "in every case, results were accurately correlated," the company president said.

Best way

He added in his report:

"Witnessing the operation of this new instrument did more to sell those attending than any amount of advertising could have done. And the experience gained by the foreign sales representatives has proved valuable in demonstrations they are now conducting on their own."

Demonstration sites have included the hill country near Madrid; the suburbs of Milan; the Italian countryside near Milan and the suburbs of Brussels. In the course of one demonstration, Van Zelst said, "we were able to pinpoint where the water table was" for a construction crew which had problems with underground water while laying foundations for a building.

Sales increase

The dealer-customer training center in Wisconsin has been in operation three months "and the results are being seen already in increased sales in the Latin American nations," Van Zelst said. Visitors spend three days at the center, learning the theory and operation of the seismograph.

Soiltest, an exporter almost from the time it started business 16 years ago, maintains a sales-and-service headquarters in Lausanne, Switzerland, and carries stock in a warehouse in Breda, The Netherlands. It obtains foreign representatives with the help of commercial attaches in U.S. embassies and promotes sales by participating in official U.S. Department of Commerce trade fairs and shows abroad.

Exporter's advice

Van Zelst estimated that 50% of the firm's business is in foreign sales. Of the Terra-Scout marketing campaign, he said:

"To market a unit of this kind in a foreign country you must take it to the buyers, show them how it can save them money and how easy it is to operate.

In addition, you must offer them immediate delivery and service through your dealer organization. After all, a product is only as good as the sales organization that stands behind it, and that goes just as strongly for an international firm as it does a local store."

TWO FOR A TEST: Demonstration team at highway-building site shows how portable seismograph works.

Hurley starts third year as I.C. columnist

By FREDERIC S. OTIS
Managing Editor

The July 30, 1962 issue of INTERNATIONAL COMMERCE was only the sixth issue of the new format of what for many years had been known in the U.S. business community as *Foreign Commerce Weekly*. Things hadn't quite shaken down into place and Commerce officials were not sure of the reception being given the new style publication by the readers.

The magazine had a new managing editor and some new faces on the staff and that was the week that the magazine published for the first time a new column written by somebody out in Illinois named Neil C. Hurley, Jr. The somebody was Chairman of the National Export Expansion Council, and President and Chairman of the Board of the Thor Power Tool Company at Aurora. But more important, he was a writer with a distinctive style of his own, a reporter who observed life in the business world with a twinkle in his eyes, and wrote about it with a sparkle and a tang that was quite foreign to the world of foreign commerce.

Letters began to come, not in torrents or even by the hundreds, but it was a trickle that revealed a new interest.

"Hurley's column," said one writer, "adds a change of pace that your magazine needs."

"I always read his column first," said another commentator, "because its a spice to the rest of the magazine."

"He can say what government writers can't or won't say," one correspondent wrote, forgetting that INTERNATIONAL COMMERCE is a government publication regardless of who is quoted in it.

In the first column Hurley wrote "Oddly enough, an export expansion program doesn't bubble upwards over coffee in Brazil, or at the fine, well turned tables of Rome or the modern desks of Tokyo. Export Expansion begins at Fort Wayne or Des Moines." And ever since he wrote those lines he has been proving it. His columns have been date-lined Bangkok and Kansas City, London and New York City, and practically every major trading center of the world.

He has interviewed ambassadors, bankers, salesmen, presidents, and the man in the street at home and abroad and reported on those interviews in his own style, so that U.S. businessmen might have a different view of the business world.

Always he has preached the advantages of selling U.S. products overseas. His column this week (page 13) tells about an Illinois success in selling abroad. Next week's will be from an entirely different location, with an entirely different cast of characters, and thousands of our readers will see it, read it, and be forced to think about his provocative approach to something they may have been taking for granted.

And the managing editor will probably squirm a little, and try to fight off a bureaucratic tendency to blue-pencil the provocative part of the column. So Hurley and INTERNATIONAL COMMERCE start the third year, and the drive for export expansion continues, and we suggest you read page 13.

Spain to buy railroad goods thru international bidding

The World Bank has loaned the equivalent of $65 million to the Red Nacional de los Ferrocarriles Espanoles (RENFE), the Spanish railroad authority, to help finance the first stage of a 10-year Modernization Program.

The loan will help finance about one-third of the commitments for 1964/65, the remainder being provided by RENFE itself and by the Spanish Government. Bank funds will be used to acquire diesel shunting locomotives, passenger cars, freight cars, ties and switches, as well as machine tools, signaling and communication equipment, and equipment for marshalling yards. All goods financed under the loan will be purchased through international competitive bidding.

Trade totals dipped in June; stay well ahead of '63 pace

Seasonally-adjusted June exports ($2,004.3 million) and imports ($1505.5 million) dropped 2% and 3%, respectively, below May levels, but were substantially higher than the figures for June 1963.

June exports were 12% above the totals of the previous June, and imports were up 6%.

U.S. exports ($12,245.9 million) for the first half of 1964 were running almost 15% ahead of 1963, and imports ($8,985.7 million) increased by 7.8%.

51st annual NFTC convention to offer economic soundings

The 51st National Foreign Trade Convention—to be held in New York November 16-18—will be chaired by George S. Moore, president of the First National City Bank, New York.

The keynote address will be delivered by Moore at the opening general session in the Waldorf-Astoria Hotel, Robert M. Norris, president of the National Foreign Trade Council, announced.

Norris stated that the convention theme will be "World Trade and Economic Development—A Mid-60's Appraisal of Policies and Prospects," designed to "emphasize the importance of bringing together the combined experience, judgment and forward thinking of more than 2,000 international businessmen and government representatives to weigh realistically the factors which today are influencing international trade and investment programs and policies."

Topics

Three days of meetings at the Waldorf-Astoria will focus on the vital role of private investment in economic development; climates to induce the flow of risk capital, including safeguards against expropriation and for the protection of property rights; aspirations of emerging nations as reflected at the United Nations Conference on Trade and Development; taxation of business income from foreign sources; negotiations under GATT; trends in international marketing; effect of regional integration movements on international trading; questions relating to expanded economic relations with Eastern Europe and the Soviet Union; and the role of the international financial system in economic development.

Serving with Moore on the national convention committee are the following regional vice chairmen: Jack L. Camp, vice president, overseas division, International Harvester Co., Chicago; G. Kenneth Crowell, executive vice president, Kimberly-Clark Corp., Neenah, Wis.; A. R. Edwards, president, Armco International, Division of Armco Steel Corp., Middletown, Ohio; Sydnor Oden, executive vice president, Anderson, Clayton & Co., Houston, Texas; George L. Parkhurst, director and vice president, Standard Oil Co. of California, San Francisco; Thomas E. Sunderland, president, United Fruit Co., Boston.

$4 million in sales reported by U.S. firms at clothing textiles exhibition in Frankfurt

The eight U.S. firms which exhibited at the May 26-29 Interstoff Fair for clothing textiles in Frankfurt did a combined business of $4.1 million.

Actual orders amounted to approximately $283,000. The rest represents projected future sales.

The Consulate General at Frankfurt operated a Business Information Center (BIC) for the first time at this fair. It was visited by about 350 persons.

Thirty-one promising trade leads were developed. Of this total, 2 desired licenses, 16 U.S. exports, and 15 agency trade opportunities.

The Interstoff Fair was the eleventh bi-annual show and represented offerings for the spring and summer of 1965. More than 350 manufacturing exhibitors drew 11,000 buyers, including more than 4,000 foreigners from 40 countries.

Dates of future Interstoff fairs are as follows:

Nov. 24-27, fabrics for fall and winter, 1965-66; May 25-28, 1965, fabrics for spring and summer, 1966; Nov. 23-26, 1965, for fall and winter, 1966-67; May 24-27, 1966, for spring and summer, 1967; and Nov. 29-Dec. 2, 1966, for fall and winter, 1967-68.

Write: The German-American Chamber of Commerce, 666 Fifth Avenue, New York 18, N.Y.

More information on international trade fairs may be obtained, unless indicated otherwise, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Water, wastes, air exhibit scheduled in Switzerland

The third International Exhibition and Congress on Water, Wastes and Air will be held March 1-7, 1965, in Basel, Switzerland.

The event, known as PRO AQUA, will take place in the Swiss Industries Fair premises. Manufacturers, agents and dealers of installations, apparatus, and instruments in the above fields are invited to participate as exhibitors.

PRO AQUA will include four basic display groups—water supply, sewage treatment, refuse disposal and prevention of atmospheric pollution.

Write: Secretariat PRO AQUA, 4000 Basel 21, Switzerland.

Traveling U.S. businessmen advised to visit Utrecht's 14th ROKA Foodstuffs Fair

U.S. food exporters, canners and packers traveling to Europe in early September have been advised by the U.S. Consulate General in Amsterdam to visit the 14th international ROKA Foodstuffs Fair in Utrecht Sept. 7-11.

The exhibition, now entirely booked, is open only to manufacturers, importers and wholesalers of foodstuffs and food store fixtures, machinery and equipment, such as cash registers, cutting and weighing machines, packaging machines and materials, food processing machines, and refrigerators.

The ROKA will exhibit nine complete stores of different types: a pastry cook shop, self-service grocery shops, a vegetable and fruit shop, and several supermarkets.

This year's event will focus attention on quality rather than price, reflecting the consumer's increased demand and his ability to pay for higher quality foodstuffs.

BOTTLING FAIR

The 15th International Show of Bottling and Related Equipment is scheduled to be held in Paris at the Parc des Expositions de la Porte de Versailles Nov. 10-16.

International druggists fair to take place in Cologne

The International Druggists Trade Fair and Exhibition, known as INDROFA, will be held in Cologne Sept. 24-28. U.S. firms are invited to participate.

Products to be shown at the event include all the goods stocked by chemists and druggists such as:

Drugs, prescription-free medicaments, chemicals, disinfectants, insecticides and pesticides, paints, lacquers and varnishes, detergents and cleaning agents, dietetic foodstuffs, cereals and tonics, including children's foods, fine foods, wines and spirits and photographic chemicals and supplies.

The fair will be open to the general public. Over 100,000 visitors are expected to attend.

Write: Verband Deutscher Drogisten, Cologne.

Yugoslavia good medical equipment market

Several specialized international exhibits will be featured at the April 17-25, 1965, Zagreb Spring Fair. They include:

Consumer goods, wood and wood industry equipment, building construction, medicine and medical aids, and measuring and control techniques and automatization.

The medical exhibition, according to the U.S. Consulate General in Zagreb, appears to present an export opportunity for American medical equipment.

Plan new hospitals

Dr. Remigiji Bubanj, president of the organizing committee of the medical exhibition, said recently the Federal Secretariat of Health plans to begin construction of the first hospital to be built in Zagreb since the end of World War II.

This hospital will have 1,500 beds. Others are planned for Split, Vinkovci, and Karlovac—all in Croatia. Each of the new hospitals will require much modern medical equipment which will have to be imported.

Dr. Bubanj also said all health institutes in Yugoslavia have been asked to submit information on their new equipment needs. Much of that equipment will also have to come from abroad.

PACKING EXHIBITION

Denmark's first packaging exhibition will be held in the Forum Hall in Copenhagen April 23-May 2, 1965. The event is sponsored by UFESAS (Universal Fair and Exhibition Service, Ltd.). **Write:** "Nord Pack" International Packaging Fair, 17 Blaagaardsgade, Copenhagen N., Denmark. Cable address: UFESAS; telex 9135.

Ice equipment firm in Seattle, Wash., receives 'E' award

Small company sells overseas through foreign distributors

The North Star Ice Equipment Co., Inc., of Seattle, Wash., at one time tried exporting through large export organizations and found the attempts unsatisfactory.

The firm, which manufactures large continuous ice-making machines and mechanical ice distribution systems, then turned to the method of seeking good foreign distributors. It proved satisfactory.

Sales increase

The small company—it has 21 employees—has reported increasing sales figures over the last three years. In 1963, its exports stood at 46% of the total sales.

For its work in selling overseas, the ice equipment firm was given the President's "E-for-Export" award July 31 at an afternoon ceremony at the company plant.

Nick Bez, chairman of the Seattle Regional Export Expansion Council made the presentation. Allan J. Treuer, president of the firm, accepted the citation before an audience of approximately 60 —made up of company employees, state and local officials, and representatives of the Seattle Chamber of Commerce, Seattle Regional Export Expansion Council and the Seattle Area Industrial Council.

The company's equipment—which is sold in over 20 countries, including Sarawak, Iran, Nigeria and Southwest Africa —is used in a limited number of industries, especially those in the production of fresh fish, poultry and dairy products.

Research simple

Market research is relatively simple since the equipment is directly related to production of such products in a given country.

Nine Washington companies now have received the award. The World War II "E" flag originally was awarded to industrial plants for excellence in war production. The late President Kennedy revived the symbol in 1962 to signify excellence in exporting. The practice has been continued under President Johnson.

Finds Paris market— in France and Illinois

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago—The corn stands still, the tassels unmoving in a windless week, as blistering sun drives down on the monotonous green that blankets the ebony black dirt. Factory smoke rises with effort from chimneys, laying giant puffs along building edges to disintegrate slowly in a humidity just above a storm.

This is Illinois in summertime, a 56,400 square mile mixture of industry and farms. It is the land of Lincoln, and currently of Otto Kerner, who governs its 10 million population that snuggles deep in the middle west.

Kerner, who a year ago left for Europe with a troop of Illinois businessmen, gathered them together recently, along with a hundred or so others, for luncheon at the Sherman Hotel. It was a sort of alumni reunion, to reminisce, check results and to see Joel Willard's impressive motion picture documentary of mission members gawking at the Changing of the Guard, waving goodbye at airports, and meeting other internationalists in Germany, France, and England.

The mission, the first led by an Illinois governor, left with fanfare and some doubt. Now, a year later, they have explosive plans for increasing Illinois trade and travel, together with notions for the use of Chicago's inland seaport.

"Fifty percent of industrial workers in Illinois in some way have jobs because of export," says Kerner. "The farm produce of 1 out of every 9 acres in this state goes abroad. We expect the number of Illinois men that must leave farm labor due to overproduction, consolidation and greater mechanization will gradually stop, due to increased overseas demand, and the number employed now will once again be engaged in agriculture, perhaps by 1970."

Kerner declared orders valued at $600,000 were developed by members during the mission. "Besides," he said, "continuing arrangements exist and new distributors sell, so employment in Illinois must grow."

One of the group summed it up. "The Governor really wanted us to see a part of the world, to become export minded, to interview agents, and to see the market places we had passed. Kerner showed us what we had not believed; doing business in Paris, France, is no different than Paris, Illinois."

Kerner is impeccable in haberdashery, and precise enough in speech to please the Encyclopaedia Britannica. He enjoys, like during 4 days last week, accompanying a 200 boat flotilla along the Illinois River to promote the State's recreation facilities. But his greatest respect somehow comes from the denim set, from workers on farm and in factory, with whom his words find rapport.

He revels in the Chicago port, though it has distance to completion. He tells anyone who will listen that exports of Illinois agricultural products have increased in one year from $320 million to a half billion. On tourism Kerner made a strong pitch abroad that is paying off in large mutuals. The Illinois booth at the New York World's Fair receives 1500 inquiries daily concerning travel within the State.

There are those who believe the license plate slogan "Land of Lincoln" lacks glamour and should be changed to point up travel and trade. "We should look to the future," someone said recently, "or at least to the present, not use 1,500,000 promotion tags as a memorial to the past."

"Business and trade carries the real Illinois story to every nation," said Kerner. "There are still those abroad who believe cowboys and Indians, Al Capone, Dillinger and all the rest are cavorting on our lake front."

Australian States' spending increases

Central Government authorizes higher outlays for local use

The Australian Loan Council agreed at its meeting early in July that $640.6 million could be borrowed for spending by Australian State Governments on State works and housing during the fiscal year ending June 30, 1965.

In addition, the Commonwealth Government announced that income tax receipts, which are collected by the Commonwealth Government and disbursed proportionally to the States, will provide about $763.8 million to the State Treasuries during the fiscal year.

Altogether, payments to the States increased by $112 million, or more than 6%, over allocations of a year ago. Nearly $51.5 million of the rise resulted from higher income tax receipts, while about $60.4 million represented increased Federal grants for specific state projects.

The Federal grants for specific projects included: approximately $145.6 million for roads, up $15.6 million over the previous fiscal year; $22.4 million for technical schools and science laboratories; an increase of $13.6 million for railway standardization projects in the states of South and Western Australia; an estimated $42.5 million for universities, up $4.4 million; and a general increase of about $13.4 million in assistance for projects such as roads in Tasmania, Queensland and Western Australia, and coal loading works in Queensland and New South Wales.

East Africans end threat of Common Market breakup

Recent agreements among the Heads of State from Kenya, Uganda, and the United Republic of Tanganyika and Zanzibar, reaffirmed the necessity of maintaining the East African Common Market, the East African Common Services Organization, and a common East African currency, and removed the danger of break-up which had threatened the Common Market earlier this year.

The Heads of State endorsed proposals to correct interterritorial trade imbalances which had threatened the rupture.

The specific proposals, worked out earlier by an emergency ministerial committee, include introduction of a quota system on specific items in interterritorial trade as a temporary measure, and an immediate allocation of certain industries to each territory in order to bring about an even industrial distribution throughout the whole area.

Prospects for trade possibilities in East Africa are enhanced by removal of the threat to the Common Market, which numbers about 25 million people and has been showing signs of vigorous growth.

A more complete summary of current politico-economic trends in East Africa, prepared as an introduction to a detailed analysis of agricultural policy in each of the 3 East African countries of Kenya, Uganda, and the United Republic of Tanganyika and Zanzibar, is now available on a loan basis from the Africa Division, OIRE, BIC, Washington, D.C. 20230.

Veterinary drug imports liberalized in Ceylon

Import Control Notice No. 12/64 of July 11 lists some 50 additional veterinary drug preparations which may now be imported into Ceylon without an individual import license.

This listing supplements the original list of over 300 such items issued as Import Control Notice No. 1/64 of Jan. 13.

Copies of these lists may be obtained from the Near East-South Asia Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Austrian banks granting small consumer credits

Austrian banks recently began extending small consumer credits of up to 15,000 Austrian schillings (about $575) to single persons and up to 30,000 schillings (about $1,150) to married couples, without any formalities except proof of current income. The credits have to be repaid within 2 years and bear a nominal interest rate of 4.8% on the original amount, so that the effective rate of interest, including service charges, will exceed 8%.

TRADE MISSIONS

A total of 129 Trade Missions, composed of industry representatives, have been sent to more than 80 nations in 10 years by the Department of Commerce.

New Chilean copper smelter will cut foreign processing

The Chilean National Mining Enterprise (ENAMI) has just brought its Las Ventanas copper smelter into operation. After a 6-month testing period, it will process up to 450 tons of copper ore daily. The smelter operation is expected to save Chile $3 million annually in shipping costs, according to the U.S. Embassy in Santiago.

Excess heat from the smelter's petroleum-fed furnaces will be used to generate approximately 1 million kilowatts monthly for the regional power net, in addition to providing the installation's power requirements.

Construction of the electrolytic refinery portion of the Las Ventanas complex is ahead of schedule and should be completed by early 1966. It will mark a major step in Chile's program to reduce foreign processing of its copper ores. The feed for this installation will be drawn from the medium and smaller mines which currently export blister and concentrates.

Kennecott Braden's Sewell mine, which currently ships about one third of its production to the U.S. for refining at its Baltimore plant, will also contribute.

Philippines get $20 million for Manila water system

The World Bank has loaned the equivalent of $20.2 million to the National Waterworks and Sewerage Authority (NWSA) of the Philippines to expand and improve the water supply system of Manila and its suburbs.

The project will take advantage of new water sources created by the Angat multipurpose dam. It provides for the construction of intake works, a tunnel about 4 miles long, aqueducts totaling about 16 miles in length, additions to the Balara water treatment plant, 9 reservoirs and pumping stations located throughout the distribution systems, and the installation of additional transmission and distribution mains. The new works will increase present water supply by about 750,000 cubic meters (200 million gallons) a day.

The new installations are scheduled for completion in about 3 years at a total estimated cost of $48.2 million. The Bank loan will cover those items which are to be procured on the basis of international competitive bidding, all costs of engineering and management services.

Export privileges denied in Cuban shipments case

Temporary denial order issued to California firm, 4 officials

A California transportation equipment exporting company and 4 individuals have been temporarily denied U.S. export privileges in a case involving an alleged conspiracy to ship commodities to Cuba. The company and the individuals named, already are under indictment in U.S. District Court for the Southern District of New York in connection with the matter.

The denial order was issued after an investigation by the Commerce Department's Bureau of International Commerce (BIC), and will remain in effect until the New York criminal case is closed and Departmental administrative compliance proceedings are completed.

Officials named

Those named are: Illman-Jones Inc., Hayward, Cal.; Jimmy Lee Jones, San Mateo, Cal.; George H. Bailes, Jr., Castro Valley, Cal.; John J. Kallman, New York City; Madeleine Contresty, New York City.

Jimmy Lee Jones is president of Illman-Jones Inc.; Bailes is the firm's traffic manager and salesman; Madeleine Contresty is the wife of Pierre Emile Marie Contresty, who also has been indicted and earlier was denied export privileges by BIC in connection with the case; Kallman is a certified public accountant, who reputedly has performed accounting services for Pierre Contresty in connection with the transactions involved.

The Government charges that the respondents conspired to divert transportation equipment and parts to Cuba that ostensibly were destined for European ports.

Under the temporary sanctions imposed by BIC, all outstanding validated export licenses in which the respondents have an interest are revoked, and they are barred from participating either directly or indirectly in the export of commodities or technical data while the order remains in effect. Other parties also are prohibited from engaging in export operations with them.

U.S. to supply equipment for Spanish power expansion

International General Electric Co. of New York and Combustion Engineering, Inc., Windsor, Conn., will be principal suppliers of equipment for expanding the generating capacity of the Soto de Ribera power station in Oviedo, Spain.

The Export-Import Bank has authorized a $16,158,075 loan for purchase in the U.S. of a 232,000-kilowatt turbine generator, boiler, and related equipment and services. Ebasco Services, Inc., of New York will provide engineering and consulting services for the plant expansion.

Through an Eximbank loan authorized in 1960, the first Soto de Ribera thermal power station was built. It has a capacity of 67,500-kilowatts. The new Eximbank loan is to the owners of the station Electra de Viesgo, S. A., Hidroelectrica del Cantabrico, S. A. and Compania Electrica de Langreo, S. A. Each of these firms will be liable for one-third of the loan.

The $16,158,075 loan is repayable in 15 years beginning June 30, 1967.

AID loan helps Pakistan buy U.S. railroad gear

The Pakistan Eastern Railway will buy U.S. diesel electric locomotives and materials for railroad operations in East Pakistan with a loan of $8.7 million authorized by the Agency for International Development.

The U.S. equipment and materials will be used in a continuing capital investment program, totaling some $154 million equivalent to modernize and expand the railway's facilities and services under Pakistan's Second Five-Year Plan, ending June 30, 1965.

The Pakistan Eastern Railway, an agency of the Government of East Pakistan, serves a large part of the province's area of 54,000 square miles.

A substantial part of the $8.7 million AID loan wil be used to purchase 14 broad-gauge, 1900-horsepower diesel-electric locomotives for the railway's line west of the Brahmaputra River.

Materials and equipment to be financed with the loan will be for track renewal, construction of new lines, new station facilities and other works. Some of the funds will pay for the services of a U.S. consulting firm in the second phase of a project to help the railway modernize its accounting system. This project is being carried out jointly with the Pakistan Western Railway.

Local currency costs of these projects, estimated at about $14 million, and other foreign exchange expenses of about $657,000, will be paid by Pakistan.

The loan will be repayable in dollars by the Government of Pakistan over 40 years, including a 10-year grace period.

Food for Peace pact signed by U.S., U.A.R.

A Food for Peace agreement has been signed between the Governments of the U.S. and the United Arab Republic (Egypt) to provide for sale of $11.7 million worth of U.S. beef.

The new program amends the Title I, Public Law 480 agreement of October, 1962.

The beef, about 26.5 million pounds, included in the amendment announced today is expected to help Egypt meet growing consumer demand.

This beef sale to Egypt is the 3rd in a recent series of Public Law 480 agreements, providing for shipments of U.S. beef totalling 38.7 million pounds—a dollar-credit agreement providing for sale of 6.6 million pounds of beef to Chile under Title IV, and an agreement providing for a 6.6 million pound sale to Israel under Title I.

Sales of beef to Egypt under this agreement will be by private U.S. traders. Purchase authorizations will be announced later.

The agreement provides that 85% of the Egyptian pounds received in payment will be made available for loans to finance economic development projects in the U.A.R.; 5% of the proceeds will be made available for loans to U.S. and U.A.R. private enterprise; and the remaining 10% will be set aside for U.S. Government uses.

In addition to increased P. L. 480 sales of beef, the Department of Agriculture has taken several other steps recently to help utilize plentiful beef supplies. In the past few months, import-limiting agreements have been signed, industry-government domestic beef promotion programs have been started, an export development program has been launched, and USDA beef purchases have been increased.

Relending credit for Spain authorized by Eximbank

The Export-Import Bank has authorized a $2.5 million line of credit to Banco de Bilbao for use by its newly organized affiliate, Banco Industrial de Bilbao of Spain.

Proceeds of the loan will be utilized by Banco Industrial for relending to firms in Spain to finance moderate-sized purchases of equipment and machinery from the U.S.

This $2.5 million loan will assist industrial expansion and economic development in Spain and at the same time promote the export of a broad range of U.S. machinery and equipment to Spain.

Industries expected to benefit from the Eximbank loan include both capital equipment and consumer goods. Allocations from the line of credit will help finance increased production of fertilizer, farm equipment, textiles, home appliances, wood processing, construction and transportation equipment. These funds will also be used in the electronic, chemical, mining, power, and metallurgical industries.

Allocations up to $150,000 from this line may be granted direct by Banco Industrial. Larger allocations will require prior Eximbank approval.

The loan is repayable with interest in 5 years beginning in late 1966.

Indian aluminum firm gets Eximbank loan

The Export-Import Bank has approved a 3rd loan application from Hindustan Aluminium Corp., Ltd., (Hindalco) of Bombay, India. The $11 million loan is repayable with interest over 10 years beginning in 1968.

The new Eximbank loan will be utilized in financing the U.S. dollar equipment and engineering costs of additional alumina, reduction and fabricating plants to be built by Hindalco.

Upon completion of the expansion program, Hindustan Aluminium expects to have an annual production capacity of 48,000 metric tons of aluminum compared with an original capacity of 20,000 tons.

Hindustan Aluminium, in addition to the new Eximbank loan, will use its own earnings to finance the new expansion program. Total cost of the projected new facilities will be some $30 million.

The Export-Import Bank undertakes long term financing of this kind when commercial credit is not available, provided there is a reasonable prospect of repayment.

Pakistan to expand power facilities

Electric power transmission and distribution facilities in the eastern part of East Pakistan will be expanded with the assistance of a $2.8 million loan authorized by the Agency for International Development.

The new installations will enlarge the power grid fed by 2 major U.S.-aided stations, the Karnafuli hydroelectric plant and the Siddhirganj steam generating station south of Dacca. U.S. loans to help expand these two plants were announced last May.

All equipment, materials and services financed from the loan will be procured from the U.S. Local currency costs of the project, estimated at the equivalent of $892,000, will be provided by Pakistan.

The project, to be carried out by the East Pakistan Water and Power Development Authority, will include construction of a 38-mile, 66-kilovolt transmission line, 2 sub-stations, a feeder line and other facilities.

The Authority will retain a U.S. consulting engineering firm to prepare plans, assist with tenders, bids and contract awards, supervise construction, certify acceptability of the project and provide training on the job. The International Engineering Company of San Francisco acts as general consultant to the Authority.

The loan will be repayable in dollars by the Government of Pakistan over 40 years, including a 10-year grace period.

Under AID development loan procedures, authorization of the loan will be followed by negotiation of an agreement setting forth the terms and conditions for extension of the loan.

Public hearing ordered by Tariff Commission

The Tariff Commission has ordered a public hearing in connection with an investigation instituted with respect to imports of cast acrylic plastic sheet, "perspex", from the United Kingdom.

The hearing will be held in the Hearing Room, Tariff Commission Building, Washington, D.C., at 10 a.m. Sept. 9.

Interested parties desiring to appear and to be heard should notify the Commission Secretary in writing at least 3 days before the date of the hearing.

AID authorizes loans for Israeli development

The Agency for International Development has authorized 2 development loans to Israel totalling $20 million.

One loan of $8 million will finance a variety of imports needed in Israel's developing economy, all purchases to be made in the U.S. Another for $12 million will finance the purchase, also from U.S. suppliers, of agricultural machinery and equipment required for modernization and expansion of the country's agriculture.

Import items expected to be purchased under the first loan include equipment, machinery, production goods and services for chemical, plastics and pharmaceutical industries; automotive and railway vehicles, equipment and parts; aircraft parts, accessories and ground handling equipment (excluding military types); construction and earth-moving equipment and parts; electrical and electronic machinery, equipment, parts and services; metal manufactures, and machinery, equipment and services for the mining and basic chemical industries.

The second loan of $12 million will finance procurement of tractors and earth-moving equipment; land cultivation, planting and fertilizing equipment; sprayer airplanes and other spraying equipment; combines, hay balers and miscellaneous harvesting equipment, tools and spare parts.

Both loans are repayable in dollars by the Government of Israel within 20 years, including a grace period of 5 years.

FLOOR COVERINGS

The International Carpet, Linoleum and Floor Coverings Fair will be held March 1-5, 1965, at Earls Court in London. The fair is sponsored by the Federation of British Carpet Manufacturers Association and the Tufted Carpet Manufacturers Association, and organized by Industrial & Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1.

FULL HOUSE

More than 100 million people in 49 countries have jammed the 154 U.S. Exhibitions staged since the U.S. Trade Fairs program was launched in 1954. They have viewed displays and demonstrations of the products of some 4,500 export-minded U.S. firms from nearly every state in the Union, according to the U.S. Department of Commerce.

Indonesia to open negotiations with foreign oil companies under 1963 Tokyo Agreement

President Sukarno's decision to expand oil activities reflects concern over steady decline in position as oil producer

Indonesia's President Sukarno has instructed government officials to open negotiations with additional foreign oil companies to operate in Indonesia within the boundaries of the 1963 Tokyo Agreement negotiated with Shell, Stanvac and Caltex and the 1962 Pan American International Oil Company contract.

These companies now operate under a type of production-sharing arrangement providing for a profit split of 60-40 from crude oil produced in favor of the Government of Indonesia.

Preliminary talks have been held with 2 French firms, the *Compagnie Francaise des Petroles* and *Regie;* 1 Japanese firm, Japex; and 3 U.S. firms, Continental Oil Company, Pure Oil Company, and the Independent Indonesian-American Oil Company.

Satisfied with agreement

These companies have indicated their willingness to operate within the boundaries of the contracts of the established companies.

The Government's decision to move ahead and expand the activities of the foreign oil companies in Indonesia apparently reflects both satisfaction with the way the Toyko Agreement has worked out and concern at the steady relative decline in Indonesia's position as an oil producer. Before World War II, Indonesia was the 5th largest oil supplier in the world.

From 5th to 11th place

By 1963, with the increased production of other countries and most recently of Libya, Indonesia had fallen to 11th place among world petroleum producers.

Production of crude petroleum in Indonesia has been increasing and in 1963 amounted to 165 million barrels, slightly below the 168 million barrels produced in 1962 but two and one-half times the 1951 level. However, the country has extensive untapped reserves which the government hopes to exploit to finance its economic development program. Serious foreign exchange shortages make rapid development of the petroleum industry even more urgent.

Official sources say that formal negotiations between Indonesia and the companies cited above will be held within the near future.

EEC meat directive

An informal translation of the latest draft of the European Economic Community's Directive on intra-community trade in fresh meat has recently been prepared.

The final version of the Directive, with only slight modifications, is expected to become available soon. The German Ministry of Health has informed the U.S. Embassy in Bonn that the final draft will include a clause stating that imports from non-members of the EEC shall not be subject to less stringent conditions than those imposed on member countries, until a specific directive for non-member imports of fresh meat has been approved.

A copy of the informal translation of the latest draft may be obtained on a loan basis from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Taiwan weighs further import relaxations

As part of Taiwan's efforts to cope with inflationary tendencies, the Foreign Exchange and Trade Commission (FETC) is currently weighing the degree to which exchange controls should be relaxed. The Commission also is considering specific commodities to be moved from the "controlled" list to the "permissible" list. Present indications are that liberalization is likely to occur mainly in the machinery and food categories.

Certain food items such as coffee, malted milk, raisins, dessicated coconuts, and bran are already listed as "permissible." It is reported that FETC soon will approve the importation of other food items including dried codfish, dried and smoked fish, salt fish, cuttlefish, shark's fins, caviar, sea blubber, apricot seed, lily flower seed, pine seed, dates, fresh apples, walnuts, and bird's nests. In addition, the FETC is said to be considering the decontrol of soybeans, steel scrap, and old ships for scrapping.

Malaysia extends deadline for assembly plant proposals

The Malaysian Ministry of Commerce and Industry has extended the closing date for submitting proposals for motor vehicle assembly plants from August 1 to September 1 (see INTERNATIONAL COMMERCE, July 13).

The extension was the result of a request by members of the Motor Traders' Association of Malaya for more time to consult with overseas manufacturers.

Applications may be obtained from the Industrial Development Division, Ministry of Commerce and Industry in Kuala Lumpur; or from the Economic Development Board, in Singapore. Motor vehicle manufacturers from a number of countries, including the U.S., reportedly have shown an interest in setting up assembly plants in Malaysia.

Singapore prohibits imports of monosodium glutamate

The Singapore Government has announced that the importation of monosodium glutamate from all sources into Singapore is now prohibited.

The prohibition went into effect Aug. first.

Import quotas for monosodium glutamate have been progressively reduced since their introduction in January, 1963. Individual quotas for July were reduced to 50% of an importer's quota for June.

Chick imports authorized

The importation of day old chicks into Gautemala has been authorized by an executive order published in Diario Official No. 8 The action supersedes a July, 1962, law prohibiting such imports.

It is estimated that Guatemala will import about $300,000 worth of day old chicks from the U.S. during the remainder of 1964.

Germany tightens dietetic food rules

A German ordinance tightening the regulations applied to dietetic food published on June 27, 1963, took effect July first.

The regulations outlined have been observed voluntarily, and only in a few cases were they broadened.

The ordinance defines dietetic food as food for infants and small children, tonics, and food for sick or convalescent persons. These products must be designed to serve a dietetic purpose, and thus must differ significantly in character or composition from comparable non-dietetic foods. All marking and labeling must be in German.

The wrapping must indicate the dietetic purpose which the product is intended to serve, and must also show clearly the date of manufacture or the last date on which the food can be purchased. Food already produced may be sold until July 1, 1965. All dietetic food must be in packages or containers, unless it is consumed at the place where it is sold.

No artificial coloring or conservation materials may be used in dietetic food. The chemical composition and quantities of any foreign substances used must be clearly indicated on the package. Regulations exist permitting the use of sweet substances, cooking salt substitutes, and iodized salt. Different regulations, however, govern food intended for diabetics, infants and small children, and persons allergic to salt. The carbohydrate content of dietetic food must be of a limited quantity, and marked clearly on the package.

Food for infants

In food for infants and small children, no residues of materials used for plant protection, insecticides or preservation are permitted; also no residues of spelt or of materials from grinding or polishing of the food may be left in it. Principles of ethical competition in the dietetic food industry approved by the industry's trade association must be observed. These regulations include prohibition of the use of misleading advertising or exaggerated statements about the suitabilities of dietetic products. The use of opinions or recommendations which do not have scientific support is also prohibited.

Dietetic food for infants and small children may not be sold by means of housecalls on the consumer. Advertising in kindergartens and schools is also prohibited. Professional and ethical standards must be maintained in advertising dietetic food in professional circles.

This ordinance was published in *Bundesgesetzblatt* I No. 32 of June 27, 1963, pages 415 through 426. Copies are available from the Photoduplication Service of the Library of Congress, Washington, D.C., 20540.

Singapore reduces import quota on wheat flour

Following the earlier adoption of import quota controls on wheat flour, the Singapore Government has now reduced import quotas to 70% of the former level. (See INTERNATIONAL COMMERCE Jan. 20).

The placement of wheat flour on the special import licensing list and the enforcement of import quotas has helped local wheat flour millers in their efforts to make inroads on the local market for this commodity. At present, there are 2 flour mills in operation in Singapore, and 2 are expected to be constructed in Malaya.

Spain modifies duties on water heaters, coils

Spain announces new mobile duty rates on the import of water heaters and various types of iron and steel coils, sheets and plates of unalloyed special steel.

The tariff numbers affected and new duty rates, with former rates in parentheses are:

84.17-D: bathroom water heaters and water heaters for non-industrial use, 34% (25%) until June 8, 1965; 31% until June 8, 1966; 28% until June 8, 1967, and 25% thereafter. 73.08: iron and steel coils for rerolling, 12% (10%), to be reduced to 11% on June 8, 1965, and to 10% on June 8, 1966. 73.13-B-1: sheets and plates of unalloyed special steel simply hot-rolled even pickled, 28% (24%) to be reduced to 25% on June 8, 1966 and to 20% on June 8, 1969.

73.13-B-3-a, c, d: sheets and plates of unalloyed special steel coated or with other surface work, 28% (20%) to be reduced to 25% on June 8, 1966 and to 20% on June 8, 1969. 73.13-B-3-b: sheets and plates of unalloyed special steel tin plated, 25% (—) to be reduced to 20% on January 1, 1965; 73.13-B-4: sheets and plates of unalloyed special steel worked in other forms, 28% (20%) to be reduced to 25% on June 8, 1966 and to 20% on June 8, 1969.

Tariff cuts validity extended by Austria

The Austrian Government has extended the validity of its numerous tariff cuts until Dec. 31. First introduced in 1962 and scheduled to expire on June 30, these reductions are of the following types:

A 10% across-the-board reduction on more than 600 tariff positions in the non-agricultural sector. These reduced rates are available upon individual application by the importer for preferential customs treatment.

Reductions of varying amounts on approximately 80 items. Individual application is also required for these reductions.

Substantial reductions and even complete waiver of duties on many items, including machinery, parts and apparatus, if the importer can prove to the Ministry of Finance that these products are not produced in Austria or are produced in insufficient quantities.

Though extended, these reductions continue to be temporary in nature and subject to revocation at any time. They are granted on the condition that they will be passed on by the importer to the next buyer.

Information about duty rates for specific commodities may be obtained from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Tax incentives extended for investors in West Berlin

Under a recently passed German law, existing tax privileges and financial incentives for investing in West Berlin will be continued until December 31, 1969.

Both the Law for the Promotion of the West Berlin Economy and the Law on Tax Benefits for Berlin are affected by the new measure which introduces some minor refinements in addition to the 5-year extension.

(Principal benefits to investors, including accelerated depreciation allowances, turnover tax exemptions and tax credits, were described in INTERNATIONAL COMMERCE, Nov. 26, 1962, pp. 19-20).

A pamphlet summarizing all benefits in existence prior to the passage of the new law is available on a loan basis from the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

Shoe cooperative in Honduras seeks U.S. assistance

Know-how, capital asked of U.S. participant in proposed venture

An established Honduras cooperative engaged in the manufacture and retail selling of shoes is interested in a joint venture with an experienced U.S. shoe manufacturer willing to supply know-how and possibly invest capital in the enterprise.

The approximately 60 members of the cooperative currently work from their homes but the need for establishing a shoe factory and retail store has become necessary.

The cooperative plans on a productive capacity for the proposed factory of 250 pairs of shoes per day and figures on a total capital requirement of around $80,000.

Know-how important

Any joint venture partner would be permitted to contribute up to $40,000 of this amount. The technical know-how contribution, however, is considered very important. A World Trade Directory Report on the cooperative is available.

Only 2 major shoe manufacturers currently operate in Honduras and leather shoes imported at the rate of about 26,000 pairs a year were valued at approximately $616,000 in 1963. The demand for shoes is reported as increasing yearly.

Experienced shoe manufacturers interested in this opportunity should write: Bureau of International Commerce, Office of International Investment, File 2-3141-2-B, Department of Commerce, Washington, D.C., 20230.

HYDROSTATIC PRESSES

Manufacturer of tools, and machine tools seeks license to produce hydrostatic presses of various kinds, sizes, especially presses for processing resin, electrolytic grinding machinery, machinery for internal/external, circular grinding, broaching tools, machines, machine tools.

Write: Walther Nothelfer KG, 42 Franz-Stapf-Strasse, 798 Rabensburg, Wuerttemberg, Germany.

LOGGING OPERATION

Capital sought to establish logging operation in Rio Muni (Spanish Guinea), transport logs to Spanish port on Iberian Peninsula, and establish saw mill to process logs. Total proposed budget for project is about $445,000.

U.S. investors would participate in projects in management of operation. Detailed study on economic feasibility may be obtained from Edilberto Sanchez Pantoja, Via Lustiania 6, 1. Izq., Madrid.

GERMAN CONTRACTOR

One of largest German Contractors in steel bridge building, steel structural engineering, tank and silo construction, gasworks, seeks a license to manufacture natural gas purifying equipment.

Write: Aug. Kloenne, 1 Koernebachstrasse, 46 Dortmund, Germany.

FRENCH OIL MANUFACTURER

Manufacturer of industrial oils seeks agreement with U.S. firm to manufacture products complementary to its present line of greases, oils, vaselines.

Write: Etablissements Fernand ASTRUC, 4 Ave. Victor Hugo, Aix-en-Provence, France.

DRESSES, SUITS' SPORTSWEAR

Manufacturer of ladies' coats, suits, dresses, and sportswear, is interested in negotiating licensing arrangement with well-known U.S. manufacturer of ladies', junior misses' dresses, suits, sportswear.

Write: Rose Coat Manufacturing Co., Ltd., P.O. box 981, Auckland, New Zealand.

JOINT VENTURE

Joint venture partner sought to invest capital in amount of $64,000 to $80,000 by manufacturer of brassieres, girdles to increase production, sales. Firm also interested in selling entire business for $457,000. Average daily production is about 2,000 units marketed in Italy through 16 sales agents. Write: Astro, Via della Basilica 5, Turin, Italy.

MACHINERY, PARTS

U.S. licenses sought for production of complete units or parts of construction machines, earth moving equipment, road building machinery, machinery for superstructures, scaffolding, by manufacturer of steel structures, cranes, containers, machinery.

Write: Erwin Mehne, 28-28d Austrasse, 71 Heilbronn a.N., Germany.

Indian proposes business machine joint venture

U.S. participation would amount to value of imported equipment

An Indian businessman with interests in both manufacturing and importing proposes a joint venture to manufacture such business machines as electric and manual calculators, addressing machines, copiers and small computers with priority given to calculators.

Planning calls for paid up capital of approximately $400,000, with the U.S. partner's financial participation amounting to the value of the imported equipment required for the venture. Technical know-how, including the use of licenses, designs and the benefits of continuing research would also be part of the investor's participation.

Labor, material available

Proposed location of the plant would be near Bombay. Both semi-skilled and skilled labor are claimed to be available. A substantial proportion of the raw material needed for manufacture of the machines is believed to be available locally. Firms experienced in this field should write: Mohan M. Shah, Mahabirprasad Shankerlal, 265 Kalbadevi Rd., Bombay 2, India.

The Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230 will be glad to render appropriate assistance to interested firms upon request. Refer to File IRD-H in correspondence.

TOOLS, ACCESSORIES

Manufacturer of explosion driven fastening tools, bolts, fastening accessories wants to enlarge its program and seeks licensing arrangements from U.S. manufacturers of special tools, accessories for use in connection with fasteners, fastening devices in hardware, building trades. Firm also interested in licensing arrangement with U.S. manufacturers of builders' tools.

Write: Tornado GmbH, 44 Angermunderstrasse, Postfach 380, 4032 Lintorf Bez. Duesseldorf, Germany.

Europeans offer licenses for U.S. production of industrial machinery

U.S. licensees are sought for the production of a Swedish line of lathes, a British rotary offset printer for containers, and Dutch designed diesel engines.

Additional information and the names and addresses of the European manufacturers of the products described below are available to U.S. manufacturers who write: Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230, referring to the appropriate file number assigned each opportunity.

A Swedish manufacturer offers to license 2 models of lathes. Specifications of the firm's 2 models are as follows: distance between centers 600 and 100 m/m resp.; center height over bed, 115 m/m; swing over bed 235 m/m; swing over carriage, 220 m/m; swing over cross slide, 125 m/m; spindle bore, 25 m/m; lead screw dia., 20 m/m; power of motor at 1400 r.p.m., 1 HP; spindle speeds, 60 to 2150 r.p.m.; floor space, 1450 x 550 m/m; and weight, 700 lb. For turret work the lathes are supplied with turret slide and capstan type turrets, level controlled cross slide support with front and back tool blocks and various other equipment required for different kinds of turret work. **File 1270.**

U.S. licensees are sought by an English producer of a rotary offset printing machine reported to have been specially designed to meet the demand for a labeling machine that does away with paper and prints the label directly on the container. Advantages claimed for this offset printer are: easily changeable from one container size to another, can handle bottles or cans up to 6½ inches in diameter and 12 inches long; for plastic bottles pre-flaming can be added to the machine reducing labor over a separate pre-flaming operation; and up to 4 colors can be printed in one easy operation. Mechanical features include a drive mechanism which ensures smooth running; infinitely variable operating speeds are obtainable through the motor-driven variable speed unit; operating speeds can be varied while the machine is running; machine is controlled by stop, start, inch, and reverse switches; sequence of operations are controlled by accurately machined and hardened cams; and the chain conveyor has means of adjustment which reduces setting up time to a minimum. **File 1271.**

Dutch manufacturer with over 50 years experience in motor engineering offers a licensing arrangement for the U.S. production of its engines. These low r.p.m. diesel engines range from 100 to 1300 b.h.p. They are claimed to feature extreme reliability, solid construction, low weight, simple operation, and low fuel consumption. They are wholly closed and forced lubrication is applied everywhere. However, the interior of the engine is extremely accessible by means of very large lids. In addition to "in line" engines, the firm has developed a V-type diesel engine which it claims has incredible low fuel consumption, considerable savings in length and weight per b.h.p. and very high mechanical efficiency. **File 1272.**

ELECTRONIC COMPONENTS

Swedish manufacturer of ceramic-based electrical and electronic components seeks license to make electronic components, such as capacitors, trimmers, variable resistors and similar items, preferably based on ceramic, cermet, glass or deposited metallic film techniques. Write: J. A. Clinton Associates, P.O. box 16026, Goteborg.

STEEL, ALUMINUM FURNITURE

Manufacturer of car, ski racks, other light steel and metallic items, seeks license to produce tubular steel and aluminum furniture, other small metallic equipment.

Write: Walter Dubach, Birkenweg, 171, Safnern, Canton, Bern, Switzerland.

PACKAGES

License sought to make packages for soft drinks, beer, biscuits, sweets, clothing, shoes or any other type. Write: Liberty Box and Bag Manufacturing Co., (Pty), Ltd., 14 Stevens Rd., Stafford Township, Johannesburg, South Africa.

PRECISION STEEL PARTS

Manufacturer of ball and roller bearings including large bearings from 220 mm. dia. bore hole up to 780 mm. dia. is interested in manufacturing turned precision steel parts, 30 mm. to 70 mm. in dia. under license of U.S. companies.

Write: Praezision-Werke Brueninghaus & Co. K-G, 214/218 Detmolderstrasse, 48 Bielefeld, Duesseldorf, Germany.

RED GRANITE QUARRY

Red granite quarry is offered for sale. According to the owner, granite is of high quality, and unlimited quantity. Write: B. T. Cuthbertson, 10 Moss Park Dr., New Town, Hobart, Tasmania.

PLASTIC ARTICLES

Licensing rights sought for manufacture of injection and blow molded plastic articles for industrial, domestic use, by manufacturer of large variety of plastic household items and industrial plastic products.

Write: Brillant Plastics N.V., 31 Amsterdamscheweg, Amersfoort, Netherlands.

PACKAGING MACHINERY

Foundry and steel hardening plant manufacturing large variety of general industrial machinery is interested in receiving licensing rights for the manufacture of complete line of packaging machinery, equipment. Write: N.V. Ijzergie terij & Machinefabriek JS Zimmer & Zonen, 1-7 Korte Blekersstraat, Amsterdam, Netherlands.

LIFTING, CONVEYING EQUIPMENT

Manufacturer of electrically, hand-operated cranes, chain and rope lifting equipment, hydraulic lifting jacks, rack jacks, special lifting machinery made to order, seeks licenses from U.S. manufacturers for production of new type of lifting, conveying equipment.

Write: Schiess-Defries Hebezeug-und Kranbau GmbH, 289 Hansaallee, Duesseldorf-Oberkassel.

NUTS, CANDY

Largest German manufacturer of roasted, salted peanuts, mixed nuts, cashew nuts, peanut candy, popcorn, is interested in license to manufacture new products in field of nuts, candy which can be used as snack articles such as assorted nuts, corn curls, canapes, nut candy.

Write: Felix-Knusperfrisch Produktions-gesellschaft m.b.H. 4a Maulwurfsweg, 46 Dortmund-Berghofen.

LADIES WEAR

Manufacturer of corsets, brassieres, swimsuits, seeks arrangement with U.S. manufacturer for manufacture under license of foundation garments, corsets, brassieres, swimsuits, ladies underwear.

Write: M. Biedermann & Co., AG, 6 Freigutstrasse, 8002 Zurich, Switzerland.

Tanning industry in Caribbean requested

The island of Bonaire, about 35 miles due east of Curacao in the Netherlands Antilles, reported as a feasible site for a small tanning industry, might interest U.S. investors.

Divi-divi pods, which yield tannic and gallic acid, are available and the island is claimed to abound in goats. Lime is also available. Additional hides and skins might be imported from nearby sources.

It is likely that the contemplated project would be entitled to a 10-year tax holiday and possibly a monopoly position in the Netherlands Antilles. There is also the possibility that the Island Territory Government of Bonaire or the Government of the Netherlands Antilles might be willing to invest in the venture. Because of the Netherlands Antilles association with the European Common Market, finished leather or leather goods exported from Bonaire could probably be marketed under preferential rates of duty in Common Market countries.

U.S. firms experienced in tanning who are interested in this opportunity write: L. A. Abraham, Director, Bureau of Economic Development and Tourism, Bonaire, Netherlands.

Development of Ethiopian coffee plantation sought

The owner of an extensive tract of land in the coffee-growing Ethiopian province of Kaffa seeks a joint venture with a U.S. investor to develop the land into a coffee plantation.

The tract comprises 2 pieces, 23 kilometers apart, one approximately 2300 acres and the other 2000. Wild coffee trees and cardamon trees are reported growing on the land and there is no scarcity of water. Established coffee plantations are near the area.

Potential investors should write: Ato Gebre-Ab Biadgilligh, P.O. box 1899, Addis Ababa, Ethiopia.

BALL POINT PENS

Medium-sized producer of ball point pens is interested in cross licensing arrangements with U.S. manufacturers of ball point pens. Write: Rudolf Meutgens, Postfach 1227, 5 Koeln, Duesseldorf, Germany.

SHEET METAL PRODUCTS

Taylor's Sheet Metal Works, (Pty), Ltd., seeks to manufacture under license sheet metal products other than press work. P.O. Box 7050, Johannesburg.

TRUCK TANKS

Licensing rights sought for manufacture of truck tanks for transportation of all types of materials by manufacturer of tanks for oil transportation. Write: Carosserie-en Tankwagenfabriek A. J. van den Dijssel, 11-13 Lange Brinkweg, Soest, Netherlands.

TUBELESS TIRE REPAIR

Manufacturer seeks licensing agreement with U.S. firm for material for repairing tubeless tires. Write: Chemische Fabrik Asperg, Karl Eichhoefer KG, 7 Stuttgart-Feuerbach, Germany.

LICENSES

Singer Manufacturing Co., Ltd., Clydebank, Scotland, seeks licenses to make kitchen furniture, domestic appliances, central heating units and installations, record players and new home entertainment equipment, fractional H.P. and small electric motors and control gear.

AUTOMOBILE ACCESSORIES

Manufacturer of automobile accessories of all kinds is interested in manufacturing automobile accessories such as mirrors, ornamental fittings, hub caps, exhaust pipe extensions under license of U.S. companies. Write: Metallwerk Frese GmbH, 25 Moltkestrasse, or Postfach 26, 5672 Leichlingen, Germany.

STRAPS, NARROW FABRICS

Manufacturer of narrow fabrics including ribbons for corset, shoe industries, and cotton, hemp, flax, jute straps, notions, seeks U.S. licensing rights to manufacture straps and specialty narrow fabrics, new types of zippers.

Write: Etablissements Lambin & Ravau, Comines, Nord, France.

SOAP DISPENSERS

U.S. licensing rights sought from U.S. firm to manufacture locally soap dispensers, other types of equipment for organizing rental system of linen by firm specializing in rental of hand towels, industrial wiping cloth, work clothing.

Write: Etablissements Maurice Decroix, 11 rue Diaz, Boulogne sur Seine, Seine, France.

MEASURING, LABORATORY EQUIPMENT

Manufacturer of measuring, control instruments, such as shockproof voltmeters for electricians, seeks licenses from U.S. manufacturers for the production of new types of measuring, laboratory equipment, instruments. Write: Rudolf Tietzsch KG, 5829 Ennepetal-Rueggeberg, Germany.

U.S. participation proposed for hotel venture in Tunisia

A group of Tunisian businessmen has developed plans to construct a first class tourist hotel at Hammamet, 41 miles from Tunis, and would welcome 20 to 30% participation in the venture. Proposed total investment is around $700,000 for the 80-room hotel.

Hammamet already has 2 hotels, the Miramar and the Fourati. The contemplated new Semiramus hotel would be in Hammamet's tourist zone on an area of approximately 48,000 square meters, one side of the rectangular piece of property facing the sea front. The promoters estimate occupancy from 30 to 50% during the winter months and at 100% during the remaining 8 months.

Firms or individuals interested in exploring this opportunity should write: Abdelhamid Khechine, Societe Anonyme de Gestion et d'Exploitation, Touristique Et Hoteliere, Hammamet, Tunisia.

LIQUID DISPENSERS

Manufacturer and dealer handling alcoholic and non-alcoholic beverage and other liquid dispensers such as oil (edible and for industrial use), gasoline, which are installed in grocery stores, seeks licenses to make products such as seales, food slicers, grinders.

Write: Aparatos NERBI, S.L., Doctor Areilza 41, Bilbao, Spain.

CONCRETE ELEMENTS

Owners of pebble works and manufacturers or building material, concrete and prefab houses, seek manufacturing license for special light weight concrete elements, for the construction of houses and bridges, as well as light expanded clay aggregate. Write: Gebr. Knecht, P.O. box 42, 8153 Rumlang, Switzerland.

ELECTRICAL EQUIPMENT

Manufacturer of household electrical equipment, particularly washing machines, is interested in being licensed by U.S. firms for the manufacture and distribution of electrical equipment for home use.

Write: "Compagnie Star", Usine de Beauregard, Brive, Correze, France.

EXPORTS PERKY

In the first 3 months of this year, U.S. exports were running at an annual rate of more than $24 billion. U.S. international reserves increased by $51 million and liquid liabilities to foreign countries dropped by $155 million, resulting in an improvement in the net U.S. position in international accounts by $206 million.

Ethiopia issues tenders for bids on construction of New Imperial Palace

Can quote both the unit prices and lump sum bids for whole project

The Ministry of Public Works and Communications of the Imperial Ethiopian Government has invited public tenders on the basis of both unit price and lump sum bids for the construction of the New Imperial Palace in Addis Ababa. Total building area is approximately 185,000 square feet, of which approximately 106,000 square feet is terrace area. The construction period is estimated at 2 years although bidders are requested to submit their own completion estimates.

Bid deadline is 5 p.m. (EAST) October 15.

Tender documents can be obtained from the Ministry of Public Works, P.O. Box 384, Addis Ababa (Ethiopia) against payment of U.S. $240. Inquiries regarding the project will be accepted up to September 20 and answers given only to those contractors who have purchased tender documents.

A bid bond in the penal sum of $16,000 (Eth. $40,000) is required and must be valid from October 15 up to the date of the signing of the contract, December 30. In addition, the successful bidder must submit a performance bond amounting to 15% of the contract sum on the date the contract is signed which must be valid to the date of final acceptance.

Bids in Ethiopian dollars (Eth. $2.50 = U.S. $1) for furnishing all labor, equipment, and materials, together with financial position verified by a recognized bank and technical qualifications and experience verified by a recognized professional institution should be enclosed in wax-sealed envelopes bearing the reference "Construction of the New Imperial Palace" Addis Ababa and sent to: The Ministry of Public Works and Communications of the Imperial Ethiopian Government, P.O. Box 384, Addis Ababa, Ethiopia.

Copies of the invitation are available to firms located in the U.S. from the Building Materials and Construction Industries Division, Room 4012, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3601.

Burmese import monopoly wants data on material handling goods

The People Stores Corporation, the agency which handles all Burmese imports, is interested in obtaining equipment for handling all types of stores.

The Secretary of the Managing Committee, People's Store Corporation, c/o Foreign Office, Rangoon is interested in obtaining catalogues, lists, brochures and delivery dates for fork lift trucks, cranes, conveying systems, and other types of material handling equipment.

No deadline has been set on this request but interested companies should contact the Secretary as soon as possible. Reference should be made to 528/PSC.Machy:7/Enq:-1 Q (64).

Let the embassy help

To insure the strongest possible support for the sale of U.S. goods or services relating to trade opportunities published in these pages, it is suggested that:

U. S. firms submitting bids on government tenders, or other trade opportunities, notify the U.S. Commercial Attaché in the country concerned, of their intention to bid.

Name and address of all U.S. commercial officers may be obtained at any Department of Commerce Field Office. (See list on inside back cover of this issue).

Korea invites tenders on VHF equipment, fuse link systems

The Office of Supply, Government of the Republic of Korea, has issued tender invitations for VHF equipment in the 25-50 mc range. This system will include 3 (each) base transmitters, receivers, remote control units, and spare parts; 14 (each) mobile transmitter/receivers plus spare parts; 2 (each) portable transmitter/receivers plus spare parts; 1 set of repeater equipment plus spare parts.

Tenders are also requested for the following fuse link systems: 15,000 (each) 1 amp, 60,000 (each) 3 amp, 25,000 (each) 5 amp, 7,000 (each) 10 amp, 3,700 (each) 15 amp. Fuse elements will be enclosed with vinyl and fiberglass tubing to contain arc.

Bid closing date for Tender KFX-4061-S is August 21.

Loan copies to firms located in the U.S. are available from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 WO7-4036.

Italy issues NATO tender for construction, electrical goods

The Italian Ministry of Foreign Affairs has announced NATO infrastructure project No. 203, calling for civil & electrical works for installation of generators. Specifically, the notification itemizes construction of power houses, approximately 700 M^2; supply and installation of transformers (No. 6, 160KVA-No. 12, 80 KVA) with auxiliary equipment; low voltage cables, approximately 5,000 lm., and installation of fuel tanks.

U.S. firms certified to participate in NATO international competitive bidding should submit their application for bidding on a specially designated form available from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C., 20230. This qualifying data must be submitted by August 14 to the Ministero, Difesa-Aeronautics, Direjione Generale Demonio, Ufficio Studi, I Sezione, Rome.

Firms not certified and desiring information should contact the Trade Opportunities Staff at the above address.

Kuwait releases more information on Shuaiba Industrial Complex pier

Prospective bidders' qualifications should be in by noon, August 16

The Shuaiba Industrial Development Authority (SIDA), Kuwait, has released additional information from preliminary project blueprints on the construction of an oil pier at the Shuaiba Industrial Complex 25 miles south of Kuwait Town.

These blueprints include the construction of an approach 1,150 yards long and 39 feet wide of which 26 feet will be uncovered pipeway and 13 feet of access roadway with decking and a berthing pier 902 feet long and 79 feet wide with a water depth of 51 feet at the inside berth.

Initial construction is expected to begin before the end of 1964, making the construction period very short and the time limit will be rigidly enforced.

Deadline for submitting prequalification is noon, August 16.

U.S. firms wishing to participate and be registered in this tender should send by registered airmail pertinent information as to firms' background, financial standing and qualifications for this type of project to the following address: Ali Al-Ghanim, Deputy Chairman, "Oil Pier Project," Shuaiba Industrial Development Authority, P.O. Box 4690, Kuwait, State of Kuwait.

All applicants must have a Kuwait partner, agent, or sponsor. Firms selected will be invited during September-October to obtain public tender documents and to submit fixed price bids.

Iraq wants deep well pumps

The Directorate General of Rural Affairs, Ministry of Municipal and Rural Affairs, Baghdad, has issued Tender Notice 3 for one hundred 50-100 gallons per minute and twenty 100-200 gallons per minute deep well pumps. The bid deadline is October 20. Specifications are available on a short-term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington D.C. 20230, Telephone: 202 WO7-5589, or from the Ministry itself with a payment of $42, plus $1.50 to cover air mailing charges.

Greece amends NATO aerial ropeway tender

The Greek General Air Staff, which previously extended from June 25 to August 20 the deadline date for submission of bids on its NATO tender for the construction of an aerial ropeway on Visti Peak (estimated cost $280,000) has issued an amendment which now requires that "a deposit representing 10% of the value of the bid shall be used as a participation guarantee."

Turkey issues NATO tender for 3-channel telephone system; bidders must be certified

A NATO tender of a 3-channel open wire telephone carrier system (2 terminals) has been opened for international competitive bidding under the NATO infrastructure system by the Turkish Ministry of Communications.

U.S. firms certified to participate in NATO projects and interested in supplying and installing this equipment should submit their references and the name of their representatives in Turkey no later than August 17, to PTT UMUN Mudurlugu, NATO Dairesi Baskanligi, Ankara, Turkey.

The announcement states: "Detailed specifications shall be sent to firms whose qualifications are recognized by the Post Telephone and Telegraph Administration." Firms must propose equipment they have already installed and put into operation.

References submitted shall contain: **a)** a list of 3 channel open wire line telephone carrier systems put into service within the last 5 years. **b)** photo copies of references.

U.S. firms not already certified to participate in NATO infrastructure projects and desiring to be certified are invited to submit their resume, a recent annual report and a completed copy of the General Services Administration's Standard Form 129, to BDSA's Trade Opportunities Staff (111), U.S. Department of Commerce, Washington, D.C., 20230.

Korea asks bids on crossties, other railroad materials

The Office of Supply, Government of the Republic of Korea, has invited bids on Tender KFX-4063-N for railroad materials. Bids will be received at the Office of Supply until 2 p.m., (Korean Standard Time) Aug. 25.

Item 1—8443 mixed hardwood cross ties, 6″ x 8″ x 8′; 12 sets of various switch ties; and 52 bridge ties, 9″ x 9″ x 10′

Item 2—1200 steel joint bars, ASTM Spec. A49-55

Item 3—2400 spring washers (steel)

Item 4—52 metric tons of creosote and,

Item 5—261 metric tons of steel rail, 100 lbs. per yd. ARA-A, ASTM Spec. A1-54T.

Bid instructions and specifications are available on a loan basis to firms located in the U.S. from the Iron and Steel Division, BDSA-315, Room 4222, Department of Commerce, Washington, D.C. 20230. Telephone: 202 WO7-2363.

Germany issues tenders on 3 NATO infrastructure projects

The Federal Republic of Germany has issued 3 tenders under the NATO infrastructure system for the supply of frequency converters, earth works, road and building construction.

Tender No. BMVtdg. 68-25-43-21-30 calls for the supply of 66, 60kw. 50/400 cps; 4, 15kw. 50/60 cps; and 4, 5kw. 50/60 cps frequency converters.

Tender No. BMVtdg. 68-25-43-21-31 similarly required the supply of ten 60kw. 50/400 cps and one 125kw. 50/400 cps frequency converters.

Applications on a specially designated form must be submitted to the Bundesamt fuer gerwerbliche Wirtschaft, Bockenheimer Landstr. 38, Postfach 3931, 6 Frankfurt (Main), Germany not later than August 11, and include an application fee of $5 or $3.75, (20 or 15 Deutschemark) respectively.

Tender No. 68-25-43-21-29 calls for construction of 16,000 square meters of roads, a one storied 600 square meter building drainage, water supply lines, fencing, and power and telephone cables.

Applications, including a $20 (80 Deutschemark) fee, must be submitted on a specially designated form no later than August 21 to the above address.

The form, as well as information concerning certification for NATO infrastructure, is available from BDSA's Trade Opportunities Staff, U.S. Department of Commerce, Washington, D.C. 20230.

Mecca's commercial potential

The Islamic holy city of Mecca is an important commercial center whose potential has not been fully realized by U.S. business firms, say commerce experts.

Although the permanent population of the city is only about 150,000, close to a million pilgrims visit Mecca every year, greatly increasing the commercial potential. Mecca is also a provincial capital and people from nearby agricultural areas go there to shop.

There has been an increasing interest in U.S. products such as general foodstuffs, particularly canned vegetables, juices and soups; electrical household appliances, including washing machines, desert coolers, fans and refrigerators; textiles and clothing; souvenirs and novelties.

Write: Shaykh Muhammad Kurban, Manager, Mecca Chamber of Commerce & Industry, Ghazzaz Street, Mecca, Saudi Arabia.

Iranian Army asks quotations on printing plant equipment

The Imperial Iranian Army is interested in:

Two sets each: offset printing machines, record type, 25⅝″ x 38″, latest model, capable of printing more than one color; stapling machines, thickness 1.6″.

One set each: Casting set, automatic, type setter complete, and polisher; offset binding machine, 64″ x 51″, automatic, including an arc and glass and extra rubber; "turnet" machine, offset, automatic, 58″ x 48″; polisher, offset, 66″ x 58″; cutter, electric, linotype; folder machinery, automatic; classification machine, electric; sharpening set, to sharpen cutter blades.

This machinery is for the Imperial Iranian Army's Printing Plant, Near Ministry of War, Sevome-Esfand Avenue, Tehran.

Interested firms are requested to send catalogs and quotations. Quotations should be c.i.f. Khorramshahr and should cover a 6 months' supply of spare parts for each item. Payment terms will be discussed by direct correspondence. Offers should be addressed to Capt. D. T. Owen, H.Q. Armish-Maag, G-1 Branch A.A.S., APO 205, New York, N.Y.

Saudi Arabia asks contractors to submit qualifications for water, sewerage projects

U.S. contracting firms interested in participating in the construction of municipal water and sewerage projects in Jidda, Mecca, Medina, and Riyadh should submit their qualifications to His Excellency Ibrahim al-Angari, Deputy Minister of Interior, Riyadh.

The water and sewerage projects are expected to require from 3 to 5 years to complete at a cost that has been estimated as between $25 and $50 million. Any foreign contractor must establish a joint venture arrangement with a Saudi firm before its proposals will be seriously considered by the Saudi Arabian Government.

U.S. companies interested in participating in this series of projects should submit their brochures at once.

Greek Government wants bids on water supply equipment

International tenders have been issued by the Greek Government's Ministry of Commerce, State Purchases Directorate "B", 50 Socratous Street, Athens, for the purchase of pumping equipment, steel plates, and steel pipe for use in improving the water supply system of the Athens area.

The deadline for bidding on the steel plates and pipe is August 31. For the pumping equipment the deadline is October 31.

A few copies of the specifications, terms and conditions are available for loan to firms located in the U.S. from the Water Industries and Engineering Services Division, BDSA, Room 4111, Department of Commerce, Washington, D.C. 20230. Telephone 202-WO 7-4346.

Turin invites competition in planning new subway

The City of Turin, Italy, has submitted invitations to compete in planning the first line of a subway which will be more than 8 miles in length. The invitation specifies there are multiple requirements and several awards to winners.

Copies of the invitation (in Italian) are available on a short term loan basis to firms located in the U.S. from the Building Materials and Construction Industries Division, BDSA—306, Department of Commerce, Room 4012, Washington, D.C. 20230. Telephone: 202 WO 7-3601).

Ceylon wants price quotations, literature on water survey unit

The Ceylon Government Survey Department is contemplating the establishment of a ground water resources survey unit. The Department is soliciting literature and price quotations on the following items: seismic instruments; electromagnetic instruments; resistivity instruments; drilling equipment, well drilling casings screens and slotted piping; and deep well turbine pumps.

Catalogs and quotations are to be sent to the U.S. Embassy, Colombo, Ceylon.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for negotiations resulting from these contacts.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Trade Opportunities Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

Note

Trade leads developed by the Special Trade Mission sponsored by the Gas Appliance Manufacturers Association are included in this issue's Leads for Exporters and identified by a △.

012 Fruit, Tree Nut Vegetable Farms

GERMANY—Oranges, lemons, grapefruit, apples, strawberries, peaches, onions. Direct purchase and/or commission basis. Price quotations c.i.f. Rotterdam or Antwerp. Requests replies in German. Wilhelm von Kraft (importer, wholesaler, commission merchant), 275 Ulmenstrasse, Grossmarkt, 4 Duesseldorf-Nord. WTD 7/10/64.

149 Miscellaneous Nonmetallic Minerals

VENEZUELA—Crude talc. Cosmeticos Mundiales, C.A. (manufacturer), Callejón Sta. Ana 5, Boleíta, Caracas. WTD 6/9/64.

201 Meat Products

FRANCE—Sheep skins, raw. Maison Pierre Sidem (importer, dealer), 3 Ave. de l'Opéra, Paris 1er. WTD 7/2/64.

203 Canning and Preserving Fruits, Vegetables, Sea Foods

GERMANY—Dehydrated fruits and vegetables; frozen fruits, vegetables, specialties. Surtradco Vertriebsgesellschaft mbH. (importer, wholesaler), 34 Aarstrasse, Wiesbaden. WTD July 1964.

204 Grain Mill Products

NIGERIA—Poultry feed supplements and medicaments. Direct purchase or agency. G. E. Atueyi & Sons Company Ltd. (importer, retailer), 24 Market Road, Aba. WTD 7/7/64.

● **SUDAN**—White flour, 200 metric tons. Contract No. 3067, bid deadline August 26. Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202 WO7-4794).

209 Miscellaneous Foods

FRANCE—Oil cakes for animal feeding. Direct purchase and agency. Indos (wholesaler), 3 rue de Choiseul, Paris 2e. WTD 7/2/64.

220 Textile Mill Products

★★ **FINLAND—Trade Mission**

Materials for rainwear, outerwear, particularly stretch fabrics, denims and nylons; nylons and other materials for teenagers' quilted jackets; imitation fur materials for outerwear. Importer. Mr. Eero Palo, Ky. Keha-Tex, Rautatienkatu 24, Tampere. I.R. 313.

Cotton and man-made fiber fabrics for manufacture of men's shirts, ladies' blouses, girls' and boys' outerwear and sportswear. Agent. Mr. Metsa, Managing Director, T:mi Viljo Metsa, Mechelininkatu 20 A 41, Helsinki. I.R. 65.

Fabrics for slacks, casual wear, raincoats, women's dresses and blouses; piece goods for retailers. Importer, wholesaler. Mr. Chalupovitsh, Director, S. Chalupovitsh Agency, Albertinkatu 34, Helsinki. I.R. 62.

Cotton, nylon and other man-made fiber fabric for outerwear, particularly foam backed fabrics. Agent. Mr. Oivio, Managing Director, Textile Agency Kalevi Oivio, Rauhankatu 3, Hameenlinna. I.R. 74.★

221 Broad Woven Fabric Mills, Cotton

FRANCE—Cotton fabrics, cottonades, for the manufacturing of men's, women's and children's garments. Michel Boyer (importer, dealer), 36 rue des Jeûneurs, Paris 2e. WTD 7/1/64.

222 Broad Woven Fabric Mills, Man-Made, Silk

FINLAND—Good quality textile piece goods for sports wear; exclusive agency and direct purchase. Inquiries from interested manufacturers, accompanied by descriptive literature, price lists and samples, will be welcomed. S. Chalupovitsch (import agency), Albertinkatu 34, Helsinki. WTD 7/15/ 64.

FRANCE—Synthetic fiber fabrics for the manufacturing of men's, women's, children's garments. Michel Boyer (importer, dealer), 36 rue des Jeûneurs, Paris 2e. WTD 7/1/64.

IRAN—Fine black fabrics to be used for women's veils. Sample available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington 25, D.C. 20230. (Telephone 202 WO7-4675). Sherkat Sahami Rodya (exporter, importer), 9 Seraye Omid, Tehran. WTD 7/20/64.

225 Knitting Mills

FRANCE—Shirts, underwear, hosiery for men, women, children—for large scale sale. Michel Boyer (importer, dealer), 36 rue des Jeûneurs, Paris 2e. WTD 7/1/64.

229 Miscellaneous Textile Goods

IRAN—Laces of different types and sizes up to 6 centimeters width. Parivs J. Rastegar (importer), Seraye Nickpour, Bouzarjomehri Ave., Tehran.

Polyvinyl leather cloth. Sample available on loan basis from Trade Opportunities Staff, BDSA-111, Room 4203, Department of Commerce, Washington 25, D.C. 20230. (Telephone 202 WO7-4675). Qum Trading Co. (importer), Seraye Hajebedowleh, Bazaar, Tehran, Iran.

232 Men's, Youths', Boys' Furnishings

FRANCE—Shirts for men and children—for large scale sale. Michel Boyer (importer, dealer), 36 rue des Jeûneurs, Paris 2e. WTD 7/1/64.

233 Women's, Misses, Juniors' Outerwear

FRANCE—Ready-made dresses for teen-agers. Societe Marie-Louise (importer, dealer), 52 Ave. des Champs Elysees, Paris 8e. WTD 7/1/64.

Shirts for women and misses—for large scale sale. Michel Boyer (importer, dealer), 36 rue des Jeûneurs, Paris 2e. WTD 7/1/64.

236 Girls', Children's, Infants' Outerwear

FRANCE—Ready-made dresses for girls and children. Societe Marie-Louise (importer, dealer), 52 Ave. des Champs Elysees, Paris 8e. WTD 7/1/64.

Shirts for women and children—for large scale sale. Michel Boyer (importer, dealer), 36 rue des Jeûneurs, Paris 2e. WTD 7/1/64.

239 Miscellaneous Fabricated Textile Products

IRAN—Embroidery of different types and sizes up to 6 centimeters width. Parviz J. Rastegar (importer), Seraye Nickpour, Bouzarjomehri Ave., Tehran. WTD 7/18/64.

249 Miscellaneous Wood Products

FRANCE—De luxe ash trays, wood, for desk or table decoration. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) (importer, dealer), 41 rue de Paradis, Paris 10e. WTD 6/30/64.

251 Household Furniture

FRANCE—Wooden household furniture. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) (importer, dealer), 41 rue de Paradis, Paris 10e. WTD 6/30/64.

260 Paper and Allied Products

★★ FINLAND—Trade Mission

All types of packing equipment. Central agent for 12 paper and packing products factories. Mr. K. Hilpas Hirvonen, Dept. Head, Finnish Paper & Board Converters Assn., Kanavaranta 1, Helsinki. I.R. 80.

262 Paper Mills

GERMANY—Kraft paper for production of corrugated cardboard; fluted paper (half cellulose paper) for production of corrugated cardboard. Requests quotations cif European ports, correspondence in German. Westdeutsche Wellpappenfabrik GmbH. (manufacturer, wholesaler), 152 Benrode-Strasse, 4 Duesseldorf-Benrath. WTD 7/14/64.

264 Converted Paper, Paperboard Products

● **AUSTRIA**—210,000 bag envelopes in lots of 30,000 and 50,000. Assorted sizes and specifications. Tender No. EA/64, bid deadline September 16. International Atomic Energy Agency, Kaerntnerring 11-13, Vienna I.★ (Telephone: 202 WO7-3003).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

★★ FINLAND—Trade Mission

Masking tape. Importer, wholesaler. Mr. Masalin, Managing Director, Oy Cronwall Ab, Et. Esplanaadinkatu 22, Helsinki. WTD 4/10/63. I.R. 54.

265 Paperboard Containers, Boxes

VENEZUELA—Paperboard and fiber containers for packaging cosmetics. Cosmeticos Mundiales C.A. (manufacturer), Callejón Sta. Ana 5, Boleita, Caracas. WTD 6/9/64.

266 Building Paper, Board Mills

★★ FINLAND—Trade Mission

Roofing felt, raw felt. Manufacturer. Mr. Virkkunen, Sales Manager, Semptalin Oy, Herttoniemi, Helsinki. I.R. 61.

275 Commercial Printing

● **TURKEY**—30,000 dozen decks bridge cards, 5,000 dozen decks poker cards. Bid deadline August 26. Turkiye Kizilay Dernegi Genel Merkezi (Turkish Red Crescent Society), Yenisehir, Ankara.★ (Telephone 202 WO7-4115).

280 Chemicals and Allied Products

★★ FINLAND—Trade Mission

Chemicals for rubber, plywood, and food industries. Importer, agent. Mr. Rolf Kronholm, Sales Manager, Oy Wald.Tefke Ab, Kaisaniemenkatu 6 B, Helsinki. WTD 3/29/63. I.R. 23.

281 Industrial Chemicals

★★ FINLAND—Trade Mission

Chemicals for the pulp and paper industry. Agent. Mr. Metsa, Managing Director. T:mi Viljo Metsa, Mechelininkatu 20 A 41, Helsinki. I.R. 65.

Chemicals for chemical and hospital laboratories. Manufacturer, agent. Mr. Tirkkonen or Mr. Tuukkanen, Laaketukku Oy, Vattuniemenkuja 1, Lauttasaari-Helsinki. I.R. 64.

FRANCE—Raw phosphate of a quality similar to P2 O5 Moroccan phosphates. Direct purchase and agency. Indos (wholesaler), 3 rue de Choiseul, Paris 2e. WTD 7/2/64.

GERMANY—Polyethylene glycol for use in the cosmetics and textile auxiliaries industries. Hansen & Rosenthal (importer), 70 Ost-West-Strasse, Hamburg 11. WTD 7/16/64.

VENEZUELA—Cosmetic dyes. Cosmeticos Mundiales, C.A. (manufacturer), Callejón Sta. Ana 5, Boleíta, Caracas. WTD 6/9/64.

● **VIET-NAM**—Chemical reagents and equipment for laboratory, in various quantities. Invitation No. 1364-11074, bid deadline August 19. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202 WO7-2090).

282 Plastics Materials and Other Man-made Fibers

★★ FINLAND—Trade Mission

Plastics moulding powder and other raw forms for manufacturers. Agent. Mr. Lindholm, Managing Director, Nils Wilh. Lindholm, P. Rautatienk. 21 C, Helsinki. I.R. 77.

283 Drugs

● **IRAQ**—Various antibiotics in substantial quantities such as: penicillin G, 55,000 vials, 1.8 million vials; procaine penicillin and various combinations from 380,000 to 1.5 million vials; dihydrostreptomycin, alone and in combinations; chloramphenicol capsules, 250 mgm., 2.6 million, and also in other forms; tetracycline, 1.1 million capsules; also other forms of tetracycline such as syrup, pediatric drops, Hcl. injection, eye ointment; erythromycin in capsules, syrup and pediatric drops. Tender No. 36/64, bid deadline Aug. 16. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

● One million tablets of Solapsone, B.P., 0.5 grams, packed in tin containers of 1,000 tablets. Tender No. 34/64, bid deadline Aug. 23. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-3394).

284 Soap, Detergents and Cleaning Preparations, Perfumes, Cosmetics, and Other Toilet Preparations

★★ FINLAND—Trade Mission

Hair lacquer in aerosol cans, labelled or unlabelled. Manufacturer, importer, exporter, wholesaler. Mr. Markku Murtosalo, Sales Manager, Marttinen Oy, Sarkiniementie 5, Helsinki. WTD 6/27/63. I.R. 37.

SWITZERLAND—Floor polish, floor maintenance products, all kinds. Direct purchase and agency. A. Sutter (importer, exporter, wholesaler, manufacturer), 9542 Münchwilen. WTD 7/17/64.

VENEZUELA—Mineral oils for cosmetics. Cosmeticos Mundiales, C.A. (manufacturer), Callejón Sta. Ana, 5, Boleíta, Caracas. WTD 6/9/64.

285 Paints, Varnishes, Lacquers, Enamels

NIGERIA—Paints, all kinds. Must be suitable for tropics. Fairly inexpensive. Price lists requested. Direct purchase or agency. G. E. Atueyi & Sons Co. Ltd. (importer, retailer), 24 Market Road, Aba. WTD 7/7/64.

287 Agricultural Chemicals

● **EL SALVADOR**—DDT, 10% emulsifiable concentrate, 700 gallons. Tender No. 100 (64), bid deadline August 19. Proveeduria General de la Republic, Avenida Espana 613, San Salvador.★ (Telephone: 202 WO7-3910).

● **IRAN**—Zineb, 200 tons, Maneb, 50 tons, special packaging per specification. Tender No. 38159, bid deadline October 17. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202 WO7-3910).

291 Petroleum Refining

IRAN—Paraffin wax 56/58° Parviz J. Rastegar (importer), Seraye Nickpour, Bouzarjomehri Ave., Tehran. WTD 7/8/64.

301 Tires and Inner Tubes

● **BURMA**—Trolley cushion tires, size 8 x 3, 48 each. Tender No. Vehicle/8/OTE/42 (64), bid deadline September 1. The Secretary (1), Peoples Stores Corp., c/o Foreign Office, Prome Road, Rangoon.★ (Telephone: 202 WO7-3381).

● **IRAQ**—Tires, 9,440, inner tubes, 7,050, various truck and bus sizes. Tender No. EME/22/1964, bid deadline September 27. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202 WO7-3381).

● **VIET-NAM**—Tires and inner tubes, 500 each, size 2 x 18 for motorbicycles. Tender No. 1366-14074, bid deadline August 19. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202 WO7-3381).

306 Fabricated Rubber Products

FRANCE—Household and surgical rubber articles. Direct purchase and agency. Abraham Jacob (sales agent), 83 Bld. de Clichy, Paris. WTD 7/2/64.

307 Miscellaneous Plastics Products

FRANCE—Camping and kitchen articles—plastic. Direct purchase and agency. Societe Fumetal (manufacturer, importing agent), 21 Bld. Alsace Lorraine, Le Perreux s/Marne (Seine). WTD 6/29/64.

Plastic tableware. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) (importer, dealer), 41 rue de Paradis, Paris 10e. WTD 6/30/64.

311 Leather Tanning, Finishing

FRANCE—Bovine leather. Maison Pierre Sidem (importer, dealer), 3 Ave. de l'Opéra, Paris 1er. WTD 7/2/64.

317 Handbags, Other Personal Leather Goods

FRANCE—Jewelry cases, various types. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) (importer, dealer), 41 rue de Paradis, Paris 10e. WTD 6/30/64.

319 Leather Goods

FRANCE—Desk items in leather, de luxe quality. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) (importer, dealer), 41 rue de Paradis, Paris 10e. WTD 6/30/64.

322 Glass and Glassware

★★ FINLAND—Trade Mission

Glassware for chemical and hospital laboratories. Manufacturer, agent. Mr. Tirkkonen or Mr. Tuukkanen, Laaketukku Oy, Vattuniemenkuja 1, Lauttasaari-Helsinki. I.R. 64.

FRANCE—Table decoration items, ornamental glass. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) (importer, dealer), 41 rue de Paradis, Paris 10e. WTD 6/30/64.

VENEZUELA—Bottles for perfumes and cosmetics. Cosmeticos Mundiales, C.A. (manufacturer), Callejón Sta. Ana 5, Boleíta, Caracas. WTD 6/9/64.

325 Structural Clay Products

GERMANY—Ceramic wall tiles. Schmitt-Ney GmbH. (wholesaler), Merzig/Saar, 36-40 Hochwaldstrasse. WTD 7/20/64.

326 Kitchenware, China or Earthenware

FRANCE—Household and kitchen articles—china or earthenware. Direct purchase and agency. Societe Fumetal (manufacturer, importing agent), 21 Blvd. Alsace Lorraine, Le Perreux s/Marne (Seine). WTD 6/29/64.

Ceramic tableware, decorated or plain. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) (importer, dealer), 41 rue de Paradis, Paris 10e. WTD 6/30/64.

329 Abrasive, Asbestos, and Miscellaneous Nonmetallic Mineral Products

★★ FINLAND—Trade Mission

Clay and talcum for the pulp and paper industry. Agent. Mr. Metsa, Managing Director, T:mi Viljo Metsa, Mechelininkatu 20 A 41, Helsinki. I.R. 65.

GERMANY—Diamond grinding and cutting wheels. Gebrueder Rhodius, Burgbrohl/Bez, Koblenz. WTD 7/20/64.

Washers, asbestos, rubber or plastic, all sizes, for machines. Requests replies from manufacturers only, quotations c.i.f. German ports. Carl Nolte (manufacturer, wholesaler, importer, exporter), 1-5 Friedrich-Ebert-Strasse, 44 Muenster/Westf. WTD 7/8/64.

VENEZUELA—Ground talc. Cosmeticos Mundiales, C.A. (manufacturer), Callejón Sta. Ana 5, Boleíta, Caracas. WTD 6/9/64.

331 Steel Mill Products

● **IRAN**—Mild steel strip 2 mm x 25 mm, 50 tons. Tender No. 43/267, bid deadline September 5. Iranian State Railways, Purchasing Department, Maydane Rah-e-ahan, Tehran.★ (Telephone: 202 WO 7-2363).

333 Primary, Smelting and Refining of Non-ferrous Metals

● **INDIA**—Pig lead, grade 99.8%, 135 metric tons. Tender No. SR5/50272-50922-60396-P/I, bid deadline August 20. Director General of Supplies and Disposals, National Insurance Building, Parliament St., New Delhi. Tender documents available from India Supply Mission (Ref. No. D/ENQ/1117), 2536 Massachusetts Ave., NW., Washington, D.C.★ (Telephone: 202 WO 7-5624).

335 Rolling, Drawing, Extruding Non-ferrous Metal

JAPAN—Copper strip, unalloyed and copper strip, silver alloy for use in manufacturing the corrugated fin of automobile radiators; brass strip (copper 65%-zinc 35%) for use in manufacturing the tube of automobile radiators; brass strip (copper 70%-zinc 30%) for use in manufacturing the tank of automobile radiators; brass strip (copper 60%-zinc 40%) for use in manufacturing the header of automobile radiators. Requests replies from producers with prices c.i.f. Japan. Mr. K. Mizutani, Chief, Non-ferrous Metal Purchasing Section, Nippon Denso Company, Ltd, Kariya City, Aichi Prefecture.

342 Cutlery, Hand Tools, General Hardware

FRANCE—Iron hardware for furniture. Ets. J. Bechu (wholesaler), 136 Bld. Diderot, Paris 12e. WTD 7/1/64.

343 Heating Apparatus, Plumbing Fixtures

GERMANY—Sanitary fittings; sanitary accessories; kitchen sinks; radiators, baseboard and other types. Schmitt-Ney GmbH. (wholesaler), Merzig/Saar, 36-40 Hochwaldstrasse. WTD 7/20/64.

● **IRAQ**—Various valves, piping and fittings for an oil refinery. Tender No. 33/64, bid deadline Sept. 5. Government Oil Refineries Administration, (GORA), Baghdad.★ (Telephone: 202-WO 7-5589).

ISRAEL—Shower and bath enclosures; bathroom accessories. Requests specifications, prices. Direct purchase and agency. Amnon Stuchiner (manufacturer), Hadugma, Szold St., Nachlat Itzhak, Israel. WTD 7/21/64.

△ **NETHERLANDS**—Component parts such as cocks and burners for gas cooking ranges. Direct purchase and agency. N.V. Nap (sales agent), Damrak 53, Amsterdam. WTD 7/14/64.

△ Gas fired central heating systems, boilers, furnaces. Direct purchase and agency. J. P. Snijders & Zn. N.V. (importer, wholesaler), Havenweg 55, Oosterhout (N-B). WTD 7/17/64.

△ Space heating equipment, all types. Direct purchase and agency. Huvas (wholesaler), Clara Peystraat 29, Simpelveld. WTD 7/17/64.

△ Top burners and fire standing ranges for gas industry; moderate-price items. Requests replies from firms convenient to east coast. Direct purchase and agency. Romico Sales Co. (importer), Laan v. Meerdervoort 91, The Hague. WTD 7/13/64.

△ Burners, dual gas and oil, for domestic boilers (2 to 40 million BTU). Requests replies from manufacturers only. N.V. Stookwerk (manufacturer, sales agent), Geestbrugkade 18, Rijswijk (Z-H). WTD 7/14/64.

346 Metal Stampings

FRANCE—Kitchen tinware; household utensils, gadgets. Direct purchase and agency. Societe Fumetal (manufacturer, importing agent), 21 Bld. Alsace Lorraine, Le Perreux s/Marne (Seine). WTD 6/29/64.

349 Fabricated Metal Products

● **MALTA**—Manufacture and delivery c.i.f. Malta of 4,000 yards of ductile iron (or spun and cast iron) 16" and 10" diameter pipes and specials. Also associated sluice valves, surface boxes and other fittings for Distillate Pipeline, Malta Power/Water Station, Stage 1, for Malta Electricity Board. Tender No. Contract 1027 PWS/73, bid deadline 11 a.m. August 27. Tender documents can be obtained for a fee of $14 (not refundable) payable to Malta Electricity Board from either of the following: Malta Electricity Board, Valetta, Malta, G.C. or Preece, Cardew, & Rider, 8-12 Queen Anne's Gate, Westminster, London, S. W. 1.

351 Engines & Turbines

● **SWEDEN**—One 300 m.v. steam turbine for thermal power station. Tender No. G-21, bid deadline October 1. Specifications available from Sydsvenska Kraftaktiebolaget (South Swedish Power Co.), 52 Stora Nygatan, Malmo.

352 Farm Machinery, Equipment

AUSTRALIA—Animal feed dispensers. Direct purchase and agency. Associated Industrial Consultants Ltd., 66 Clarence St., Sydney, N.S.W. WTD 7/15/64.

NIGERIA—All kinds of small equipment used on poultry farms. Direct purchase or agency. G. E. Atueyi & Sons Co., Ltd. (importer, retailer), 24 Market Road, Aba. WTD 7/7/64.

VENEZUELA—Parts and accessories for rice shelling machinery. Wishes to assemble machinery locally. Equipos Movil, S.A. (importer, manufacturer), Avenida Nueva Granada 36, (Esquina Avenida Roosevelt), Caracas. WTD 7/13/64.

353 Construction, Mining, Materials Handling Machinery, Equipment

AUSTRALIA—Pneumatic handling machinery. Direct purchase and agency. Associated Industrial Consultants Ltd., 66 Clarence St., Sydney, N.S.W. WTD 7/15/64.

● **BURMA**—Two 2-ton capacity jib cranes, hand operated, with a lift of 15 ft., Tender No. 251/BSO/175/1, with a bid deadline of Sept. 15. The General Manager, Burma Railways Board, Bogyoke Aung San St., Rangoon.★

(Telephone: 202-WO 7-5589).

● One 4,000 lb. capacity fork lift truck. Tender No. 12/Prov/D, bid deadline Sept. 30. The General Manager, Burma Railways Board, Bokyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5589).

★★ FINLAND—Trade Mission

Equipment for manufacturing concrete pipes, prestressed concrete elements for industry and apartment houses. Manufacturer. Mr. Rytovuori, Dipl.ing., Cellit Oy, Kuoppamaentie 11, Tampere. I.R. 102.

FRANCE—Drilling equipment and accessories for the petroleum industry; bulldozers and shovels for public works. Les Travaux Souterrains (manufacturer), 36bis Ave. de l'Opéra, Paris 2e. WTD 7/2/64.

● **INDIA**—10 triplex pumps, diesel engine operated for use with heavy drilling machines. Global tender No. 688/Beas/PR/51131/N013048, bid deadline August 28. Superintending Engineer, Procurement Circle, P.O. Talwara Township (Pb), Distt. Hoshiapura. Free copies of tender are available from the India Supply Mission (Ref. D/ENQ/1132), Washington, D.C. 20008.

● Four 10-ton capacity tractors, diesel powered. Tender No. M3/9772/64/E, bid deadline Sept. 30. The Chief Engineer, Madras Port Trust, Madras-1.★ (Telephone: 202-WO 7-5589).

IRAN—Cranes, mobile, 10-ton capacity and up. Requests catalogs, quotations from manufacturers; prices to be c.i.f. Khorramshahr. Quantities to be determined upon receipt of quotations. Mr. M. A. Khalili, Office of the Director General, Customs Administration, Ministry of National Economy, Tehran, Iran.

SWITZERLAND—Automobile lifts and other service station equipment and installations. Direct purchase and agency. Acar AG. (importer, exporter, retailer, wholesaler, representative), 1 Hardstrasse, 8040 Zurich. WTD 3/11/64.

354 Metalworking Machinery

● **GREECE**—Materials and machinery for aluminothermic welding of railway rails. Tender No. B/451/64, bid deadline August 28. Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens.★ (Telephone: 202 WO7-5652).

● **INDIA**—Gear shaper, 56″ dia. x 9″ face. Tender No. SWP5/441/8-A/1, bid deadline September 10. Director General of Supplies & Disposals, National Insurance Building, Parliament St., New Delhi. Specifications available for review or purchase from the India Supply Mission, 2536 Masachusetts Ave., NW., Washington, D.C. Purchase price is $1.50. Ref. No. D/ENQ/1116.

● 3-roll plate bending machine for bending mild steel plates, capacity to take plates 10′ wide and ½″ thick; heavy duty plate sheering machine, thickness of plate ½″, cutting length 8′, depth of throat 12½″-25″; universal steel worker capable of punching, angle cutting, bar cutting, coping, and shearing. Tender Nos. 689/Beas/PR/53842/4-435, 53843/W-436 & 53845/W-438, bid deadline August 18. Superintending Engineer, Procurement Circle, P.O. Talwara Township (Pb). Specifications available from India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. D/ENQ/1133.

● Swaging machine, two die or four die rotary type for pointing zircaloy tubes for drawing purposes in sizes varying from 10 mm dia. to 125 mm dia. Tender No. AEE/P/CAP/9325, bid deadline August 20. Atomic Energy Establishment (Purchase Division) Mohatta Building, Palton Road, Bombay 1.★ (Telephone 202 WO7-5652)

● Extrusion press for extruding zircaloys in to the shape of tubes, rods, angles, and channels, 3,000 ton capacity, oil or water hydraulic, vertical or horizontal. Tender No. AEE/P/CAP/9326, bid deadline August 19. Atomic Energy Establishment (Purchase Dept.), Mohatta Building, Palton Road, Bombay 1.★ (Telephone 202 WO7-5652)

● Two high hot and four high cold rolling mills or combination 2/4 high mill for rolling zircaloy plates; capacity of 2 high mill to roll from 4″ thick x 20″ wide to ⅛″ thick x 20″ wide; capacity of 4 high mill to roll from ¼″ to .03″ thickness. Tender No. AEE/P/CAP/9331, bid deadline August 17. Atomic Energy Establishment (Purchase Dept.), Mohatta Building, Palton Road, Bombay 1.★ (Telephone 202 WO7-5652)

NORWAY—Blind rivet tools and other special hand tools for manufacturing furniture. Direct purchase and agency. Norsk Katro Aksjeselskap (distributor), Oslo, Kongens GT. 17. WTD 7/9/64.

SWITZERLAND—Car washing machinery for service stations; automotive maintenance equipment. Direct purchase and agency. Acar AG. (importer, exporter, retailer, wholesaler, representative), 1 Hardstrasse, 8040 Zurich. WTD 3/11/64.

● **THAILAND**—Turret lathe, 14″ swing, 8′ length of bed, 9″ height of center. Tender No. 07295, bid deadline August 20. State Railway of Thailand, Yod-Se, Bangkok.★ (Telephone 202 WO7-5652)

355 Special Industry Machinery

AUSTRALIA—Paper conversion machinery; automatic packaging machinery. Direct purchase and agency. Associated Industrial Consultants Ltd., 66 Clarence St., Sydney, N.S.W. WTD 7/15/64.

★★ FINLAND—Trade Mission

Equipment for bakeries, meat and sausage plants, particularly trolleys, and working tools. Manufacturer, importer, agent. Mr. Valtanen, Managing Director, Oy Sanitea, Valimontie 4, Pitajanmaki. I.R. 92.

Machinery to manufacture carry-out type paper board cartons such as 6-pack and cake cartons. Manufacturer, importer, exporter. Mr. Harri Tornberg, Sales Manager or Mr. Pentti Koria, Technical Manager, Enso-Gutzeit Oy, Kanavaranta 1, Helsinki. WTD 11/13/63. I.R. 49.

ISRAEL—Machinery equipment for production of rubber hose for industrial applications. Requests specifications and prices. GMN Rubber Factory Ltd. (manufacturer, wholesaler), Industrial Zone, P.O. Box 110, Nathanya. WTD 7/20/64.

Bicycle tire molds compatible with Herbert automatic vulcanizing equipment. Request description, prices, possible delivery times. G.M.N. Rubber Factory Ltd., Industrial Zone, P.O.B. 110, Nathanya, Israel. WTD 7/20/64.

ITALY—Wishes to import for its own use machinery for processing fishmeal and automatic seam folding machinery for canning fish. Prefers to correspond in Italian. Antonino Strazzera 21 Via L. Vaccara Mazara del Vallo (Trapani), Sicily, Italy. WTD 7/21/64.

SPAIN—Machinery for producing high protein soy flour and lecithin, requests replies from manufacturers who can plan the outlay of machinery and provide technical advice for local construction of storage facilities including silos and air conditioning. Proteinas y Grasas, S.A. (manufacturer), Apartado de Correos No. 96, Reus, Tarragona, Spain. WTD 6/26/64.

356 General Industrial Machinery, Equipment

ISRAEL—High pressure water pumps, pressure up to 800 psi, capacity between 8 and 15 gallons per minute; final pressure adjustable. Requests offers from manufacturers only, including catalogs and price lists. Exclusive agency and distributorship. ESCO Engineering Supplies Ltd. (importer, wholesaler, agent), 22 Harakevet St., P.O. Box 45, Tel Aviv. WTD 3/30/64.

357 Office, Computing, and Accounting Machines

★★ FINLAND—Trade Mission

Low cost bookkeeping machines capable of punching tape or cards as by product; other inexpensive data processing equipment. Importer. Mr. Rolf Itainen, Sales Manager, Oy Amko Ab, Vuorimiehenk. 12, Helsinki. I.R. 96.

FRANCE—Scotch tape dispensers, golden metal or leather covered, deluxe article for desk. Direct purchase and agency. Comptoir d'Importation de Représentation Internationales (CIDRI) importer, dealer. 41 rue de Paradis, Paris 10e. WTD 6/30/64.

358 Service Industry Machines

★★ FINLAND—Trade Mission

For hospital and restaurant kitchens, small machines, power and hand driven, such as butter ball machines, potato peeling machines, tools such as knives, dippers, large spoons, steak pads; for self service restaurants, trolleys, serving dishes. Manufacturer, importer, agent. Mr. Valtanen, Managing Director, Oy Sanitea, Valimontie 4, Pitajanmaki. I.R. 92.

GERMANY—Grease guns and pumps, latest models. Requests replies from manufacturers only, quotations cif German ports. Direct purchase and agency. Carl Nolte (manufacturer, wholesaler, importer, exporter), 1-5 Friedrich-Ebert-Strasse, 44 Muenster/Westf. WTD 7/8/64.

LEBANON—Compressors, condensing units, refrigeration equipment. Direct purchase and exclusive agency. Requests replies from manufacturers only, with price quotations and terms. Pierre H. Michaka (importer, wholesaler, sales agent), P.O. Box 460, Immeuble Mousli, Rue Maamari, Beirut. WTD 7/9/64.

SWITZERLAND—Floor polishing and waxing machines; other equipment for maintenance of large surfaces. Direct purchase and agency. A. Sutter (importer, exporter, wholesaler, manufacturer), 9542 Münchwilen. WTD 7/17/64.

361 Electric Transmission, Distribution Equipment

FRANCE—Electronic measuring, testing, monitoring apparatuses. Direct purchase and agency. Requests replies in French. Anciens Ets. Vannier (manufacturer), 22/24 rue Guichard, Cachan (Seine). WTD 6/22/64.

● **KOREA**—Supply of test instruments and accessories used with radio communication systems, consisting of 1 vacuum tube voltmeters, 1 oscilloscope, 1 spectrum analyzer, 1 pulse sweep and time delay generator, 2 low frequency oscillators, 1 square wave generator, 1 circuit magnification meter, 1 car-

rier deviation meter, and 1 grid dip meter. This equipment for Special Fund Project for a Telecommunication Training Centre in Korea. Bid deadline August 31. Quotations to be sent directly to Chief, Department of Technical Cooperation, International Telecommunication Union, Place des Nations, Geneva, Switzerland.★ (Telephone: 202 WO7-2312)

362 Electrical Industrial Apparatus

● **BURMA**—Supply of miscellaneous railway motor and control equipment including controllers, starters and carbon brushes. Tender No. 177/MACH: (63-64), bid deadline August 17. The Secretary, People's Stores Corp., c/o Foreign Office, Rangoon.★ (Telephone: 202 WO7-4242).

● **COSTA RICA**—Four portable diesel generating plants with 2,000 kw. capacity each, 1250 to 2500 kva, 4160 or 13,800 volts, 60 cycle. Tender No. 1074, bid deadline August 19. Hugo Castro B., Institute of Electricity, San Jose. Specifications in Spanish.★ (Telephone: 202 WO7-4242).

ENGLAND—Pneumatic control equipment; compressors for low cost automation projects with solenoid and electronic component; natural gas control equipment and central heating controls for oil and gas; direct purchase and agency. Denbro Ltd. (manufacturer) Soho Hill, Handsworth, Birmingham 19. WTD 7/2/64.

● **IRAQ**—One portable diesel engine generator set: engine 4 stroke, verticle, 1,500 rpm, 190 h.p.; generator a.c., 3 phase, 50 cycle, 380/400 volts, 100 kw. with auxiliary equipment. Tender No. IE/62, bid deadline August 27. Government Purchasing Board, Salim Habib Building, Rashid St., South Gate, Baghdad.★ (Telephone: 202 WO7-4242).

SYRIA—Fractional horsepower motors 0.28-0.33 horsepower, 110-270 volts, 50 cycle; 2 speed (1425 and 925 rpm), fan cooled, induction motor with a capacitor starting mechanism, fitted with tropical insulation and overheating device and resilient mounting suitable for desert air coolers. Direct purchase and agency. KEF Engineering and Manufacturing Corp., P.O. Box 1271, Aleppo.

● **TRINIDAD**—One 625 kva, 3-phase generator. Bid deadline August 27. Specifications may be obtained by writing to the Purchasing Officer, Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain.

363 Electrical Appliances, Parts, and Accessories

● **IRAQ**—Supply of electrical items including fans, air coolers and insulated wire. Tender Notice No. EME4/61/1964, bid deadline September 9. Directorate of Contacts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202 WOrth 7-5345).

△ **NETHERLANDS**—Domestic gas fired boilers and 4-burner cooking ranges. Direct purchase and agency. W. H. Berghuys Kolenhandel N.V. (importer, wholesaler, retailer), Pr. Hendrikkade 48, Amsterdam. WTD 7/14/64.

364 Electric Lights, Wiring Equipment

FRANCE—Lamps, floor or table, for home decoration—deluxe type—to be sold as gift articles. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) importer, dealer, 41 rue de Paradis, Paris 10e. WTD 6/30/64.

365 Radio & Television Receiving Sets

FRANCE—Hi-fi tuners, amplifiers, tape recorders, loud speakers, transistors. Direct purchase and agency. Serper Electronic (importing distributor), 102 rue La Boétie, Paris 8e. WTD 8/3/62.

Tape recorders; hi-fi and stereo sound equipment. Direct purchase and agency. Brockliss-Simplex (importer, dealer), 120 Champs Elysees, Paris 8e. WTD 3/10/64.

Pre-recorded magnetic tapes. Disques Acropole (manufacturer), 57 Bld. de Strasbourg, Paris. WTD 6/19/64.

366 Communication Equipment

● **SOUTH AFRICA**—Centralized traffic control system 30 miles long between Potchefstroom and Houtkop on the Johannesburg-Kimberly line. Tender No. CSE.8, bid deadline October 9. Chairman of the Tender Board, P.O. Box 7784, Johannesburg. Specification and drawings available for review only in the Transportation Equipment Division BDSA 321, Room 4314, Dept. of Commerce, Washington, D.C. 20230 (Telephone 202 WO7-4816).

367 Electronic Components, Accessories

TURKEY—High power transmitting tubes, type 9C21, for broadcast transmitters. Mr. Adnan Oztrak, Director General, Turkiye Radyo-Televizyon Kurumu (Government agency), Teknik Isler Amirligi, Ankara.

369 Miscellaneous Electrical Machinery

● **CEYLON**—Supply of X-ray apparatus including, but not limited to, the following: shock-proof diagnostic X-ray apparatus with all accessory equipment, X-ray generators, control units, X-ray table units, explorator units, tomographic attachments, and undercouch dual-focus rotating anode tubes. Bid deadline September 8. The Chairman, Tender Board, Ministry of Health, P.O. Box 500, Colombo.★ (Telephone: 202 WO7-2132)

★★ **FINLAND—Trade Mission**

Medical electronics equipment, X-ray for hospitals, nuclear electronics such as counters, analyzers, scanners for use in medical and physical research; electronic equipment for chemical and hospital laboratories. Manufacturer, agent. Mr. Tirkkonen or Mr. Tuukkanen, Laaketukku Oy, Vattuniemenkuja 1, Lauttasaari-Helsinki. I.R. 64.

● **IRAN**—Full-wave rectified X-ray generator with barrier-layer, output 500MA, with diagnostic table for radiography; also accessories. Tender No. 43/801, bid deadline October 14. The Iranian State Railways, Purchasing Dept. (Contracts and Adjudications), Maydane Rahe-ahan, Tehran.★ (Telephone: 202 WO7-2132)

371 Motor Vehicles, Equipment

JORDAN—Secondhand automotive equipment: truck bodies, civilian; trucks, motor, civilian; truck spare parts. Alamain Garage (Sakakini Bros.) (importers, wholesalers, manufacturers), Masayef St., Ramallah. WTD 7/15/64.

372 Aircraft, Parts

FRANCE—Landing gear spare parts. Direct purchase and agency. Precision Moderne & Dispositifs Oleo-Pneumatiques (manufacturer), 79 rue de Sèvres, Boulogne (Seine). WTD 7/2/64.

TAIWAN—One used Lockheed Electra 2. China Air Lines, Ltd., 140, Sec. 1 Nanking E. Road, Taipei. WTD 7/14/64.

374 Passenger Train Cars

● **THAILAND**—Tender No. 07294 for construction and supply of 60 Bogies for passenger carriages, R.S.R. specification No. SP-3/2507. Bid deadline October 6. State Railway of Thailand, Yed—Se, Bangkok. Specifications and drawings available for review in the Transportation Equipment Division, BDSA-321, Department of Commerce, Washington, D.C. 20230. (Telephone: 202 WO 7-4816).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

• **ARGENTINA**—Triaxial compression testing equipment, Tender No. 4528, bid deadline August 20. Direccion Nacional de Vialidad, Division Compras, Avda. Jose M. Ramos Mejia 3, Buenos Aires. Specifications available in Spanish only.★ (Telephone: 202-WO 7-5589).

● **GREECE**—Supply of hydrology instruments, including the following: 120 thermometers, 26 mills, 3 aerial mill carriers, 60 hygrometers, 20 stereo-supply measuring instruments, 700 level meters. Tender No. C/479/64, bid deadline August 24. Terms and specifications in English and Greek. Ministry of Commerce, State Purchases Directorate "C," 50 Socratous St., Athens.★ (Telephone: 202 WO7-2312)

384 Surgical, Medical, and Dental Instruments and Supplies

★★ **FINLAND—Trade Mission**

Autoclaves, sterilizing instruments, operating equipment, surgical instruments, hospital trolleys of stainless steel, orthopedic and training equipment, invalid chairs and cars, ward utensils of stainless steel such as bed pans, kidney bowls, wash basins, catheter trays. Manufacturer, importer, agent. Mr. Valtanen, Managing Director, Oy Sanitea, Valimontie 4, Pitajanmaki. I.R. 92.

Hospital operating tables. Mr. E. Laurila, Director, Mr. E. J. Tiili, Managing Director, RN-Tuonti, Fredrikink. 45A, Helsinki. I.R. 200.

FRANCE—Furniture for hospitals and clinics. Direct purchase and agency. Ets. P. Villard (manufacturer, importer, dealer), 165 route d'Angers, Le Mans (Sarthe). WTD 6/24/64.

386 Photographic Equipment, Supplies

FRANCE—High speed cameras. Direct purchase and agency. Brockliss Simplex (importer, dealer), 120 Champs Elysees, Paris 8e. WTD 3/10/64.

Microfilm cameras and other apparatuses; photomechanical equipment. Direct purchase and agency. Requests replies in French. Anciens Ets. Vannier (manufacturer), 22/24 rue Guichard, Cachan (Seine). WTD 6/22/64.

391 Jewelry, Silverware, Plated Ware

FRANCE—Table flatware: stainless steel, silver plated, sterling silver. Direct purchase and agency. Comptoir d'Importation & de Représentation Internationales (CIDRI) importer, dealer. 41 rue de Paradis, Paris 10e. WTD 6/30/64.

394 Toys, Amusement, Sporting, Athletic Goods

FRANCE—Stuffed animal toys—bears and poodles. Societe des Jouets Dany (manufacturer), 110 rue Vieille du Temple, Paris 3e. WTD 6/29/64.

Camping and yachting articles, all kinds. Direct purchase and agency. Societe Fumetal (manufacturer, importing agent), 21 Bld. Alsace Lorraine, Le Perreux s/Marne (Seine). WTD 6/29/64.

396 Costume Jewelry, Costume Novelties, Buttons, and Miscellaneous Notions

★★ FINLAND—Trade Mission

Metal closures to compliment present line of slide fasteners. Manufacturer, importer. Mr. C. E. Carlson, Managing Director, Oy Kiitoketju, Viljakuja 7, Malmi, Helsinki. I.R. 75.

399 Miscellaneous Manufacturing Industries

FRANCE—Perfume atomizers. Direct purchase and agency. Comptoir d'Importation & Représentation Internationales (CIDRI) importer, dealer. 41 rue de Paradis, Paris 10e. WTD 6/30/64.

GERMANY—All kinds of low-priced gift articles for handling through filling stations, except plastic items and ball point pens. Erich G. Doebler (importer), 1 Kleine Reichenstrasse, Hamburg 11. WTD 1/3/63.

Funeral supplies and requisites of all types; metal caskets. Requests replies from manufacturers, quotations cif Rotterdam. Erich Birker KG (importer, distributor), 5-7 Plueschowstrasse, 56 Wuppertal-Barmen. WTD 6/29/64.

505 Farm Products—Raw Materials

★★ FINLAND—Trade Mission

Wool and tops. Agent. Mr. Lindholm, Managing Director, Nils. Wilh. Lindholm, P. Rautatienk. 21 C, Helsinki. I.R. 77.

539 Miscellaneous General Merchandise Stores

NIGERIA—All kinds of secondhand clothing; used hats, caps; shoes. Direct purchase or agency. G. E. Atueyi & Sons Co. Ltd. (importer, retailer), 24 Market Road, Aba. WTD 7/7/64.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

FRANCE—Frozen and canned meats, all kinds. Jacques Froger de Mauny (commission merchant), 9 rue des Charmilles, Taverny (Seine & Oise). WTD 7/1/64.

203 Canning, Preserving Fruits, Vegetables, Sea Foods

FRANCE—Frozen and canned fruits and vegetables; fishes, lobsters, shellfishes; canned specialties, various. Jacques Froger de Mauny (commission merchant), 9 rue des Charmilles, Taverny (Seine & Oise). WTD 7/1/64.

208 Beverages Industries

FRANCE—Canned fruit juices and other beverages—all kinds. Jacques Froger de Mauny (commission merchant), 9 rue des Charmilles, Taverny (Seine & Oise). WTD 7/1/64.

220 Textile Mill Products

HONG KONG—Rayon linings, all types, especially with woven designs, colors suitable for men; Dacron-wool suitings for men; laminated (foam lined) fabrics, all types; pile fabrics of Orlon, nylon, Acrylan, other synthetics. Requests replies from manufacturers or suppliers. B. D. Tata & Co., Ltd., 21 Wyndham St., 3rd Floor, Hong Kong. Cable: BEETATA. WTD 6/10/64.

228 Yarn, Thread Mills

SOUTH AFRICA—Nylon sparkling yarns, 15 denier; blended yarns, 70% acrylic fiber/30% wool, 1/44 mm; orlon yarn, spun on the cotton system (unrelaxed of low shrinkage); rayon yarn of continuous filament viscose; novelty yarns of various types; Helanca yarn. A. Blomson (manufacturers' agent), P.O. Box 3920, Cape Town. WTD 6/8/64.

233 Women's, Misses', Juniors' Outerwear

FRANCE—Winter sports clothing for women; bathing suits; women's beach apparel. Rémy Maillet (commission merchant), 6 Place Denfert Rochereau, Paris 14e. WTD 5/27/64.

235 Hats, Caps, Millinery

GERMANY—Women's and men's hats of all kinds; hat bodies. Requests replies in German from manufacturers only. Dieter Heruth (agent), 70 Theresienstrasse, 5 Koeln-Lindenthal. WTD 7/7/64.

249 Ashtrays

FRANCE—De luxe wood ash trays for desks. Ets. Proeclair (manufacturer), 11 rue de l'Hopital St-Louis, Paris 10e. WTD 7/6/64.

262 Paper Mills

FRANCE—Book printing paper. Nordling Mace & Cie. (Societe Generale des Pâtes A Papier) (agent), 125 Champs Elysees, Paris 8e. WTD 6/23/64.

263 Paperboard Mills

FRANCE—Cards to be used in offset presses. Societe Mafotex (commission merchant), 105 rue d'Artois, Lille (Nord). WTD 4/7/64.

264 Converted Paper

FRANCE—Wrapping paper; writing paper. Nordling Mace & Cie. (Societe Generale des Pâtes A Papier) (agent), 125 Champs Elysees, Paris 8e. WTD 6/23/64.

281 Industrial Chemicals

FRANCE—Cellulose for the paper industry. Nordling Mace & Cie. (Societe Generale des Pâtes à Papier) (agent), 125 Champs Elysees, Paris 8e. WTD 6/23/64.

311 Leather, Garment

ISRAEL—Napa leather. Requests replies from manufacturers, including samples and prices. Desires exclusive agency. Isar-Israel Argentine Corp., Ltd. (importer, wholesaler), 16 Simtat Beit Hashoeva, P.O. Box 2844, Tel Aviv. WTD 7/10/64.

319 Leather Goods

FRANCE—Desk items in leather, de luxe quality. Ets. Proeclair (manufacturer), 11 rue de l'Hopital St-Louis, Paris 10e. WTD 7/6/64.

329 Abrasive, Asbestos, Miscellaneous Nonmetallic Mineral Products

SWITZERLAND—Tools and wheels for industrial diamonds. Erhard Hauptmann (importer, exporter, manufacturer's representative), Marktgasse 23, 8001 Zurich. WTD 7/17/64.

331 Steel Mill Products

ISRAEL—Tinplate, thickness from .04mm to 2.99mm. Manufacturer's representative invites prompt offers from producers only including prices and delivery terms. Exclusive agency. Eliahu Pshouti (manufacturer's representative), 8 Mikve Israel St., P.O. Box 2915, Tel Aviv. WTD 8/15/63.

346 Metal Stampings

FRANCE—Aluminum or tin kitchen utensils or gadgets of a novelty character, to be sold by hardware merchants or department stores. Ardor (manufacturer), 17 rue Edmond Dubuis, Nanterre (Seine). WTD 7/1/64.

GERMANY—Household utensils such as coffee pots, frying pans, baking pans, including items designed for both cooking and serving; interested in steel, chrome, aluminum, nickel utensils. Requests replies from manufacturers. Edgar J. Haubrich (sales agent), 36 Rheinstrasse, 541 Hoehr-Grenzhausen. WTD 7/20/64.

352 Farm Machinery, Equipment

SPAIN—Harvesters and ensilage cutters for use before drying or dehydrating. Requests replies in Spanish. Baltogar, S.A. (importer, manufacturer, retailer), Victoria s/n, Luchana-Baracaldo, Vizcaya. WTD 7/20/64.

353 Construction, Mining, Material Handling Machinery

NEW ZEALAND—Hydraulically operated logging spares. Frank M. Winstone (Merchants) Ltd. (manufacturer, wholesaler, retailer), 71-77 Customs St. East, Auckland. WTD 7/14/64.

355 Special Industry Machinery

FRANCE—Meat processing and salting machines; cake-making machines. F. Hanau (im-

porter, dealer), 75 rue du Fg. St-Martin, Paris 10e. WTD 7/2/64.

Machines and equipment for the paper industry. Nordling Mace & Cie. (Societe Generale des Pâtes A Papier) (agent), 125 Champs Elysees, Paris 8e. WTD 6/23/64.

SWITZERLAND—Plate glass machinery. Erhard Hauptmann (importer, exporter, manufacturer's representative), Marktgasse 23, 8001 Zurich. WTD 7/17/64.

357 Office, Computing, Accounting Machines

FRANCE—Scotch tape dispensers, golden metal or leather covered, de luxe article for desk. Ets. Proeclair (manufacturer), 11 rue de l'Hopital St-Louis, Paris 10e. WTD 7/6/64.

361 Electric Transmission, Distribution Equipment

SOUTH AFRICA—Analyzers for internal combustion engine; broadcast transmitter test equipment; capacitor measuring; electrical test; instruments-electrical indicating, industrial portable; instruments-electrical indicating, laboratory portable; meter mounting; microwave test; radio frequency measuring equipment; reactors, current limiting; signal generators, test equipment; testers, hydraulic line aircraft; generator testing units for aircraft. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

372 Aircraft, Parts

SOUTH AFRICA—Aircraft parts: e.g. accumulators, hydraulic; electric linear motion actuators; commercial aircraft; landing gear; military planes for moving troops and personnel; civilian aircraft parts, except airframe; brakes; nonreciprocating engine parts/reciprocating engine parts for civilian planes; air-cooled in-line radial engines for civilian crafts; synchronous electric indicating instruments. Ash Brothers (Pty) Ltd. (importer, agency), P.O. Box 6061, Johannesburg. WTD 6/2/64.

386 Photographic Equipment, Supplies

FRANCE—Photographic paper. Nordling Mace & Cie. (Societe Generale des Pâtes A Papier) (agent), 125 Champs Elysees, Paris 8e. WTD 6/23/64.

391 Jewelry, Silverware, Plated Ware

FRANCE—De luxe flatware for table setting. Ets. Proeclair (manufacturer), 11 rue de l'Hopital St-Louis, Paris 10e. WTD 7/6/64.

East Pakistan asks bids on port facilities and jetties

The East Pakistan Inland Water Transport Authority, Dacca, Pakistan invites bids for the supply of materials and construction work on steel jetties, passenger shelters, cargo sheds and small electric generators.

The bid deadline is 11 a.m. September 25, with the total cost estimated at $3.6 million. Documents containing specifications, drawings, and materials and quantities required may be obtained on payment of Canadian $23 (non-refundable) from the Consulting Engineers Tecsult International Ltd., 5311 Western Ave., Montreal 28, Quebec, Canada, or from the Director of Accounts and Finance, of the aforementioned Authority, Gladstone House, Motijheel, Dacca, Pakistan on payment of U.S. $21 (non-refundable).

Leads for Importers

Commodities are offered direct unless specified.

019 Commercial Farms

NEW ZEALAND—Nurseryman seeks direct contact with importers of nursery stock. Additional information may be obtained from Model Nurseries Ltd., P.O. Box 15-039, New Lynn, Auckland, or the New Zealand Government Senior Trade Commissioner, Suite 306, 1145 19th St., NW., Washington, D.C. 20036.

209 Food Preparations

UGANDA—Oils and other vegetable mill products such as castor bean oil, coconut products, hydrogenated inedible vegetable oils, peanut products, and tung oil. Uma Industries Ltd., P.O. Box 1131, Kampala, Att.: C. B. Patel. WTD 7/7/64.

223 Broad Woven Fabric Mills, Wool

GERMANY—Textile cloth for ladies' outer garments from pure wool, wool blended with staple, camel hair or wool blended with Trevira (polyester); manufacturer seeks several representatives in the U.S. Fabric samples are available to interested U.S. firms upon request. For price list and descriptive brochure write to Commercial Intelligence Division, BIC, Rm. 6311, Department of Commerce, Washington, D.C. 20230. WTD 4/29/64.

238 Apparel, Accessories

GERMANY—Workers' protective gloves of leather, cotton and plastics; direct sale by manufacturer. Anton Momm Spezialfabrik fuer industriellen Koerperschutz, Postfach 40 or 149 Bahnhofstrasse, 5102 Wuerselen. WTD 7/9/64.

307 Plastic Products

FRANCE—Plastic hulls for pleasure sailing-boats—stratified polyester. Societe Fumetal, 21 Blvd. Alsace Lorraine, Le Perreux s/Marne (Seine). WTD 6/29/64.

314 Footwear, Except Rubber

FRANCE—Women's footwear, good quality low- and medium-priced, such as classic street-wear leather shoes, casuals and slip-ons. Manufacturer prefers wholesale exportation direct or through agents. Etablissements Lacarrere, Salies-de-Bearn, Basses-Pyrenees. WTD 7/17/64.

354 Metalworking Machinery Equipment

ISRAEL—Drill chucks directly to manufactures of hand drills, drill presses, and similar goods. Chucks will be manufactured to C.V.A. specifications in 14 sizes ranging up to ¾ inch capacity; variations of fittings and finishes will provide 74 different types and sizes. C.V.A.—Haboreg, Ltd., P.O. Box 1341, Tel Aviv. WTD 7/17/64.

359 Machinery

ISRAEL—Manufacturer currently producing aircraft and vehicle machined parts will manufacture precision machined products to buyers' specifications. Quotations will be made available to interested firms upon receipt of mechanical drawing and quantity desired. Amnon Stuchiner, Hadugma, Szold Street, Nachlat Itzhak. WTD 7/21/64.

361 Electric Transmission, Distribution Equipment

GERMANY—Manufacturer wants regional representatives to handle its unusually small instrument transformers with capacities ranging from 600 volts up to 400 kilovolts; mainly used by switchgear manufacturers and other industrial instrument users such as chemical industry. Dr.-Ing. Hans Ritz Messwandlerwerk GmbH., 72 Alsterkrugchaussee, Hamburg 20. WTD 7/16/64.

Manufacturer seeks importing distributor for its patented shockproof voltmeters (tension testing ball). Rudolf Tietzsch KG, 5829 Ennepetal-Rueggeberg. WTD 7/10/64.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NEW ZEALAND—Manufacturer of "Rototape" measuring instrument capable of measuring up to 99,999 linear feet (including curves and contours) seeks direct contact with importer or merchant. Additional information may be obtained from Caplin Roadmaking Ltd., P.O. Box 10,054, Auckland, or the New Zealand Government Senior Trade Commissioner, Suite 306, 1145 - 19th St., NW., Washington, D.C. 20036.

394 Toys, Amusement, Sporting Goods

GERMANY—Fisherman's combination tools (trade name: 15 in 1), fisherman's sets, fisherman's pliers—various types; f.o.b. German ports or c.i.f. U.S. ports. Fishing equipment for sportsmen. A. Bauermann & Co., Engelsberg, 565 Solingen-Ohligs. WTD 7/8/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

N.Z. Civil Aviation agency issues tender on electron tubes

The Stores Manager, Department of Civil Aviation, Private Bag, Wellington, New Zealand, has issued Tender No. CAQ 133/64, with a deadline of August 17, on quantities of 6 types of electron tubes (valves).

Preference will be given to tenderer offering current production types of electron tubes (valves) in strict compliance with CV or JAN/MIL specifications.

Copies of the tender are available from the New Zealand Senior Trade Commissioner, 1145 19th St., NW., Washington, D.C. 20036.

A copy of the tender is also available on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 WO-7-2328.

Construction Projects

AUSTRIA—(100 schillings = US $3.84). VOeEST, the largest nationalized Austrian steel enterprise, has been awarded a contract to participate in the erection of an integrated **steel mill** at Ghent, Belgium. The plant is to be built for the Belgian firm, Societe Siderurgie Maritime by Cockerill-Ljgree. The plant will have an annual ingot capacity of 2 million tons. It is expected to be completed in 1967.

CHILE—(100 escudos = US $51.81). The National Power Enterprise (ENDESA) has announced that it will soon undertake preliminary studies on the construction of a 50,000 kilowatt **thermo-electric plant** at Coronel in the heart of Chile's coal producing area. The plant is expected to consume about 300,000 tons of coal annually. Contact: ENDESA, Santiago.

FINLAND—(100 markka = US $31.25). The International Bank for Reconstruction and Development is lending Finland $28½ million for highway transportation modernization. The loan will assist construction, paving and maintenance to further **modernize** Finland's **road network.** Included in the loan are funds for a study of the country's long term transportation requirements.

In connection with the roadbuilding program, the Board of Public Roads and Waterways will expend about $17 million to purchase approx. 700 plow trucks and a corresponding number of various plows and blades, about 450 wheeled tractors and approx. a dozen (each) bulldozers, mobile cranes, snow blowers and 15 mobile power units, combustion engines and generators. U.S. firms should correspond directly with: Mr. Pekka Harkonen (Dipl.ing), Tie-ja Vesirakennushallitus, Etela Esplanaadikatu 4, Helsinki.

NIGERIA—(1N£ = US $2.80). The World Bank has made a loan equivalent to $82 million to Nigeria as part of a $208 million financing plan to build a large-scale dam on the Niger River which, together with associated works and installations, will be the final link in the creation of a national power network. Other financing will be provided by Italy, the Netherlands, the U.K., the U.S., and possibly other countries.

Preliminary plans for the project were drawn up by consultants whose services were financed by a grant of $700,000 made in 1959 by the United Nations Special Fund, with the World Bank acting as Executing Agency.

The project, the largest yet to be undertaken in Nigeria, is considered as the cornerstone of the country's National Development Plan (1962-68). The location is at Kainji Island, 260 miles north of Lagos, the Federal capital, and about 600 miles upstream from the mouth of the Niger River. The project will consist of a main dam about 14,000 ft. long and 215 ft. in maximum height, a power station containing four 80,000-kilowatt generators and foundations for eight more units, an auxiliary dam, navigation locks, and a transmission system with attendant works and installations. The pattern of financing for the project has not yet been determined. It will include loans from the following countries, in their respective currencies, to be drawn upon mainly for purchases of equipment or services to be provided from those countries for the project: Italy (through Istituto di Credito per le Impresse di Pubblica Utilita) up to $25 million; U.K. $14 million; U.S. (through Agency for International Development) $14 million; Netherlands $5.5 million. These loans have terms of 25 years or more. All contracts for equipment and services are being awarded on the basis of international competitive bidding, and bids already have been received for 7 of 12 main contracts.

The Niger River rises in the Fouta Djallon mountain range in Guinea and with its tributaries flows 2,500 miles through nine countries—Guinea, Ivory Coast, Mali, Upper Volta, Niger, Dahomey, Chad, Cameroon and Nigeria—to the Atlantic Ocean. Various studies have been made since the early 1950's of the possibilities of a dam on the Niger in Northern Nigeria. At first the main purpose was to improve navigation on the river, but later hydroelectric power development became the major objective.

The Bank loan was made to the Niger Dam Authority which was established to build and operate the Kainji project and eventually to have certain other responsibilities in the power field. When completed, the Kainji project will supply all the major load centers served by the Electricity Corp. of Nigeria (ECN) which is responsible for providing electric power in Nigeria. Three main transmission systems now being formed by ECN—Northern, Eastern and a combined Western and Mid-Western—will be connected by the Kainji transmission facilities to create a national grid. The 320,000 kilowatts to be provided by Kainji will be sufficient to meet the demand expected by 1968 and the larger thermal plants will be put in reserve.

Additional generating units will be installed periodically at Kainji during the ensuing 12 years to increase total capacity to 960,000 kilowatts by 1981. The forecasts of power demand are based on normal increases from residential, commercial and industrial consumers. If large new consumers such as an iron and steel plant or an aluminum smelter were to develop, the dates of the installation of additional units at Kainji would be advanced. Contact: Niger Dam Authority.

PARAGUAY—(100 guaranies = US $.79). The contract for the **repair and asphalting of the highway** from Paraguay to Encarnacion was awarded by the Ministry of Public Works to the German firm, Hochtief, of Essen, whose bid was $6,972,000. Financing has been requested from the World Bank.

PAKISTAN—(100 rupees = US $21.00). The Central Permission Committee is reported to have sanctioned in principle the construction of a $25 million **plant to liquefy petroleum gas.** The plant, to be located at Dhulian in the Thelum District of West Pakistan, is to be constructed by a Pakistani firm which is affiliated with undisclosed U.S. firms. Contact: U.S. Embassy, Victoria Rd. & Frere Garden, Karachi.

SOUTH AFRICA—(1 rand = US $1.40). The attention of civil engineering contracting firms in the U.S. is drawn to a Memorandum and Questionnaire regarding pre-qualification of tenders for the construction of the **Hendrik Verwoerd and Van der Kloof Dams.**

The Department of Water Affairs of the Republic of South Africa proposes to call for tenders for the construction of the civil engineering work connected with the dams and intends to establish a panel of pre-qualified tenderers to whom invitations to tender for the construction of the above dams will be issued exclusively.

Tenders to be called for will **not** include the manufacture and supply of mechanical and electrical control equipment, pipework, hydroelectric operating plan and penstocks ancillary to such dams.

The Hendrik Verwoerd Dam will be a concrete arch structure standing 280 ft. above its foundation and containing about 1,800,000 cubic yd. of concrete. It will be located on the Orange River, three miles upstream of Norval's Pont Station, the latter situated on the main railway line between Port Elizabeth and Bloemfontein.

The Van der Kloof Dam will be a concrete arch structure rising 330 ft. above its foundations and containing about 1,700,000 cubic yd. of concrete. It will be located on the Orange River, 45 miles upstream of Orange River Station, the latter situated on the main railway line between Cape Town and Kimberley.

A document, "Memorandum and Questionnaire relating to the Contracts for the Contruction of the Hendrik Verwoerd Dam and Van der Kloof Dam," which gives an outline of the civil engineering works to be constructed and includes a questionnaire and application form to be completed by prospective tenderers, is available for issue at the undermentioned addresses.

Civil engineering contracting firms, who are established in and operate in the United States and consortia of such firms formed in association with South African firms may obtain copies of the Memorandum and Questionnaire by application in person or through an accredited representative during normal office hours at: The Embassy of the Republic of South Africa, 3101 Massachusetts Ave., NW., Washington, D.C.; The Consulate-General of the Republic of South Africa, 655 Madison Ave., New York City, N.Y.; The Consulate-General of the Republic of South Africa, 360 Pine St., San Francisco; The Consulate-General of the Republic of South Africa, Suite 1616, 225 Baronne St., New Orleans.

All applications, accompanied by completed questionnaire, must be in the hands of the Secretary of Water Affairs, Rm. 404, Patterson's Bldg., 173 Schoeman St. Pretoria, Republic of South Africa, before 12 noon Aug. 29.

UAR—(1 EL = US $2.30). The latest report on the Suez Canal Authority's project (see INTERNATIONAL COMMERCE, July 20, p. 42) for the reclamation of land to be irrigated from the High Dam states that the agreement, previously reported to have been concluded, was **not** reached.

New Zealand in market for ILS and inverter equipment

New Zealand's Department of Civil Aviation has issued tender No. 134/64 for 4 portable ILS localizer course detectors (transistorized) to measure depth of modulation on a 108-112 mcs. carrier.

Also requested are bids for 3 DC/AC solid state inverters, tender No. 135/64, to supply standby power to electronic equipment. Inverters will be battery powered and provide 130 VA, P. F.0.8, 50 cycles plus and minus 5 percent.

Copies of the specifications are available from the New Zealand Trade Commissioner, 1145 19th St., NW., Washington, D.C. Area Code 202, FE 8-8820. A loan copy is available to firms located in the U.S. from the Electronics Division, BDSA-308, Room 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202 WO7-4036.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Ken M. Hudson, representing George Hudson Pty. Ltd., 1 Bridge Road, Glebe, interested in: contacting manufacturers in the building industry (ceiling boards and panels; foam boards; fire doors); **exporting Australian hardwoods.** August 15 via Honolulu for 2 months. c/o J. J. Moore & Co., Inc., 451 Montgomery St., San Francisco, Calif. Itinerary: San Francisco, New York, Chicago, others if required.

Claude Cyril Rawson, representing Glenmore Pty. Ltd., 28 Waters Road, Wahroonga, N.S.W., interested in: planning and construction of **prestige housing developments;** contacting developers of such projects. August 25 via Honolulu for 6 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: Honolulu, San Francisco, Chicago, New York, Washington, Houston, Dallas, Los Angeles.

William Layton Rudder, representing Cosway Public Relations Pty. Ltd., 252 George St., Brisbane, Queensland, interested in **associating with U.S. public relations firm** and requesting technical information on business consultant. September 5 via Honolulu for 5 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: Honolulu, San Francisco, Los Angeles, Dallas, New Orleans, Miami, Washington, New York, Philadelphia.

BELGIUM—Andre G. Boost, Managing Director, Rizeries N. & C. Boost, 16 Oostkaai, Merksem-Antwerp, interested in import-export; the firm is one of the largest **rice importers** in Belgium and also **imports and exports peas and beans** in bulk and packed. September 5 via New York for 14 days. c/o Park-Sheraton International Hotel, 227 West 45th St., New York 36, N.Y. Itinerary: New York, Hot Springs, Ark., New Orleans and Abbeville, La.

EL SALVADOR—Jose Maria Caballero, representing self, Avenida Espana No. 344, San Salvador, interested in acting as **sales agent** for U.S. firms. Here for 3 weeks. c/o Marvel Sales Co., 200 Fifth Ave., New York, N.Y. Itinerary: New York.

ENGLAND—Renee Lawless, representing self, 42 Glenlock Road, London, N.W.3, interested in furthering experience and education in U.S. **catering methods and equipment** and contacting free lance journalist subscribing to U.K. catering trade journals. Here for one year. c/o 601 - 168th St., New York 32, N.Y. Itinerary: New York, Boston, Philadelphia, Washington, Chicago, Miami.

FRANCE—Philippe Pinon, representing Ets. Pinon, 54, rue Pasteur, Fontenay-sous-Bois (Seine), interested in manufacturing in France, under license, **materials handling equipment** and requesting technical information on **wheels, casters, towing trucks.** Here for 4 weeks. c/o Bonvillain Ronceray Co., 218 Jellif Ave., Newark, N.J. Itinerary: New York, Bridgeport, Boston, Cleveland, Battle Creek, Chicago.

INDIA—M. L. Harkawat, Vice President, Jaya Shree Textiles and Industries Ltd., Rishra Post Office, Hooghly District, West Bengal, interested in technical collaboration for the manufacture of **electrical porcelain and malleable cast iron** and requesting technical information on above. Early September via San Francisco for 2 weeks. c/o American East India Corp., 25 Broadway, New York, N.Y. Itinerary: San Francisco, New York, Detroit, State of Ohio.

ISRAEL—Joseph Singer, owner, Kipuley-Noy, 266 Dizengoff St., (P.O. Box 11048), Tel Aviv, interested in purchasing **products for interior decorating** and requesting technical information on **folding doors and moveable partitions.** Here for 3-5 weeks. c/o J. Scher, 320 E. 58th St., New York 22, N.Y.; and Mrs. M. Kegel, 740 West End Ave., New York 25, N.Y. Itinerary: New York, Chicago, Buffalo, Hialeah, Portland, San Francisco, Paramount, Calif.

LEBANON—Garbis A. Markarian, representing Union Industrielle Commerciale (UNICO), P.O. Box 2694, Corniche du Fleuve, Beirut, interested in metal art carpentry of aluminum profiles or sections and requesting technical information on above. Aug. 16-29 via New York for one month. c/o Mr. N. Nazarian, P.O. Box 3, Canal St., New York, N.Y. Itinerary: New York, other trade and industrial centers.

SOUTH AFRICA—Peter A. G. Brown, representing M. Bertish & Co. Ltd., 364 Victoria Road, Salt River, Cape Town, interested in visiting **men's clothing factories** to observe operation of latest machinery used in the industry with view to purchasing same and requesting technical information on above. September via New York for 2 months. c/o Brown Bros. Shipping Co., 855 Avenue of the Americas, New York, N.Y. 10001. Itinerary: Philadelphia, Chicago, Cincinnati, Rochester, N.Y.

SYRIA—Mushegh Musheghian, Manager and Partner, Dikran Musheghian, Khan Haj Mousa, Soueka, Aleppo, interested in purchasing **used clothing.** Here to mid-August. c/o Seville Hotel, 22 East 29th St., New York 16, N.Y. Itinerary: New York, Chicago, Detroit, Los Angeles.

VIET-NAM—K. T. Khemlani, representing N. K. Khemlani, 58 Ngo Duc Ke, Saigon, interested in contacting U.S. producers of textiles, stationery and office machinery. Here for 4 months. c/o Department of Commerce Field Offices in itinerary: Honolulu, Los Angeles, Phoenix, Dallas, Oklahoma City, St. Louis, Cleveland, Pittsburgh, New York.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated June unless marked otherwise.

Dairy Producers—India.

Machine Tool, Die, other Metalworking Machinery and Industrial Furnace Importers and Dealers—Argentina.

Plastic Material Importers, Dealers and Manufacturers—Austria, July 1964.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Basic Data on the Economy of the Bahama Islands. OBR 64-38. 9pp. Outlines the islands' economic structure and foreign trade picture. Eight tables give information on population, tourism, economic indicators, and foreign trade performance.

Basic Data on the Economy of Hong Kong. OBR 64-59. 24pp. Describes Hong Kong's economic structure, industrial sectors, communications and transportation, labor force, financial situation, foreign trade, and the Government's role in the economy.

Foreign Trade Regulations of the West African Customs Union (Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, Upper Volta) and Togo. OBR 64-60. 9 pp. Outlines the various countries' trade policies, import tariff systems, sales and other internal taxes, documentation and fees, regulations on mail shipments, labeling and marking requirements, special customs provisions, nontariff import controls, export controls, and U.S. controls affecting trade with these countries.

Foreign Trade Regulations of the Republic of the Congo (Leopoldville). OBR 64-61. 5pp. Contains the same type of information as OBR 64-60, above.

Foreign Trade Regulations of Greece. OBR 64-668pp. Contains the same type of information as OBR 64-60, above.

Market Factors in the Netherlands. OBR 64-67. 11pp. Describes the outlook for U.S. products, the scope and nature of the market, competitive factors, and gives a market analysis for selected products.

Basic Data on the Economy of Barbados. OBR 64-68. 9pp. Contains the same types of information as OBR's 64-38 and 64-59, above.

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Calendar

August

10-12—American Fishing Tackle Manufacturers Assn., 7th Annual Trade Show, Sherman House, **Chicago, Ill.**

11—"In-Office" Conference for 6-8 firms—program to include 3 from exporting services, Department of Commerce Field Office personnel, Federal Bldg., **Detroit, Mich.**

11—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.** Speaker: Sueyuki Wakasugi, Mitsui & Co. Ltd.

14—Webster Groves Export Expansion Clinic, YMCA, **Webster Groves, Mo.** Sponsors: Webster Groves Chamber of Commerce, Rotary Club of Webster Groves, World Trade Club, St. Louis REEC.

25—"In-Office" Conference for 6-8 firms—program to include 3 from exporting services, Department of Commerce Detroit Field Office personnel, Federal Bldg., **Detroit, Mich.**

25-28—Maine Products Show, **Portland, Me.**

September

15—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Loussac-Sogn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.

BALTIMORE, MD., 21202, Rm. 305 U.S. Customhouse, Gay and Lombard Sts., Phone: PLaza 2-8460 Ext. 2784.

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